

# THE NATIONAL PROVISIONER

THE MAGAZINE OF THE

Volume 94

Meat Packing and Allied Industries

Number 19

MAY 9, 1936

CORROSION no longer is a problem where vinegar packing tables, conveyor belts and other packing equipment are made from life-time ENDURO, Republic's perfected stainless steel. The equipment remains stain-free indefinitely; and is kept scrupulously clean and sanitary simply by washing. Data can be had by writing Republic, Dept. NP.



**Republic Steel** CORPORATION  
ALLOY STEEL DIVISION, MASSILLON, OHIO  
GENERAL OFFICES: CLEVELAND, OHIO

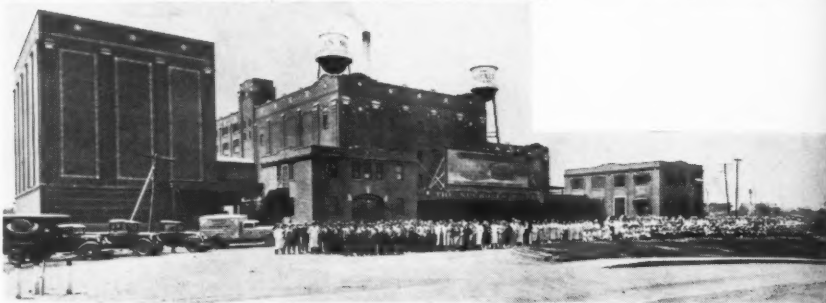
**ENDURO**  
REPUBLIC'S PERFECTED  
STAINLESS STEEL  
Improved under Chemical Resistance, Rusting, Heat, and Cold Tests. 100,000 and 1,000,000 hours in salt and acid tests. Republic Sales Offices and Authorized Distributors.





Left: Display of some of the sausage products manufactured by the Nuckolls Packing Co. BUFFALO sausage machines have contributed their share towards building and maintaining the wide distribution and sales which these fine products enjoy.

Right: The modern plant of the Nuckolls Packing Co., Pueblo, Colo., with a quarter million square feet of floor space. A 100% government inspected plant.



"We are highly pleased with our BUFFALO Self-Emptying Silent Cutter," says Mr. H. L. MacWilliams, Nuckolls General Manager. "It has been giving excellent satisfaction."



This BUFFALO Grinder was installed by The Nuckolls Packing Co. in 1929.

From a small slaughtering business started over 56 years ago by Emmet Nuckolls, has grown the large, up-to-date packing house pictured above, employing approximately 500 men and women; a 100% Pueblo and Southern Colorado industry. Three generations of the Nuckolls family have owned and operated the business. Marion Nuckolls, President, is the only woman head of a meat packing plant in the United States. Progressive, capable management, the latest types of equipment and machinery, and the highest standards of quality in all its products, have placed The Nuckolls Packing Co. among the leaders in its field.

## JOHN E. SMITH'S SONS CO.

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QUALITY SAUSAGE MAKING EQUIPMENT



## For Faster and Better Handling

Packers are handling products for shipment faster with Hackney containers.

They are designed not only for greater strength and protection, but they have features and design that help to speed up handling.

The Toggle-tite closure, for instance, is quick and sure in action. A pull of the handle and the full head is free.

A push, and it's locked, positively air-tight.

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In every detail of construction, Hackney containers are built for greater service, lower ultimate cost in the shipment of products for packers.



**PRESSED STEEL TANK COMPANY**

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*Containers for Gases, Liquids and Solids*

# The National Provisioner

THE MAGAZINE OF THE

## Meat Packing and Allied Industries

Volume 94

MAY 9, 1936

Number 19



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"THE NATIONAL PROVISIONER  
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# Sales of Luncheon Loaves

# INCREASED

FROM 1500 LBS. A WEEK TO  
**5500 LBS. A WEEK**

*by a Simple Change in the Package.*

## TRY THIS PLAN:

Start with, say, 5 items, such as Pork Luncheon Loaf, Jellied Tongue Loaf, Liver Cheese Loaf, Jellied Corned Beef Loaf (for a low price leader) and Head Cheese or Souse. You'll be surprised at the quick results you'll get with this line. Then every 2 weeks add a new item and discard the weakest of the original five. In this way you always have something new, and avoid having too many items in the loaf line.

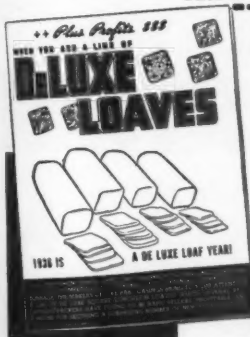
## A DOZEN

### "BEST SELLERS"

Listed in a folder which we will be glad to send you are the following:

- 1—Pork Luncheon Loaf
- 2—Jellied Tongue Loaf
- 3—Liver Cheese Loaf
- 4—Salami Cotto Loaf
- 5—Head Cheese Loaf
- 6—Souse Loaf
- 7—Jellied Corned Beef Loaf
- 8—Blood and Tongue Loaf
- 9—Macaroni and Cheese Loaf
- 10—Chicken Loaf
- 11—Pickle and Pimiento
- 12—Honey Loaf

Application for Registration of Trade-mark  
Filed in U. S. Patent Office.



**GET  
THIS  
FOLDER  
FREE!**

The item, a pork-luncheon loaf wrapped in caul-fat. The manufacturer, a well-known mid-western packer. The time, March (during Lent)! Cooking this same item in a square-loaf mold, then stuffing into a "TEE-PAK" Casing with an attractive, printed design, resulted in an immediate increase from 300 pieces a week to 1,100 pieces a week.

Another manufacturer has more than doubled his loaf business in April, since changing the shape and packaging of his luncheon products. "TEE-PAK" representatives cooperated in these successful merchandising jobs, and are prepared to tell you how to make certain slight changes in the processing which will reduce costs and labor, and improve the keeping qualities of the product.

## A Tested Way to Meet Ruinous Cut-Price Competition

It takes a miracle-man to make profits in second and third grade bologna and frankfurters, today. If you choose to follow your old quality standards your earnings are bound to slump . . . To take up the slack and maintain tonnage, put out a line of attractive De Luxe Square Luncheon Loaves. They are easy to make, they sell readily, and bring a good price. 1936 is a De Luxe square loaf year. We'll be glad to tell you how to make them and how to sell them. Just mail the coupon.

## TRANSPARENT PACKAGE COMPANY

1019 to 1025 West 35th Street

Chicago, Illinois  
U. S. A.



In two prior issues of this periodical, the Trade-mark was inadvertently described as registered in the U. S. Patent Office.

## TRANSPARENT PACKAGE COMPANY

1019 to 1025 West 35th Street

Chicago, Illinois

Please send folder explaining new method of handling and processing De Luxe Square Luncheon Loaves. Also, suggestions for merchandising them. Without cost or obligation.

Name of Company .....

Attention of .....

Street Number .....

City ..... State .....

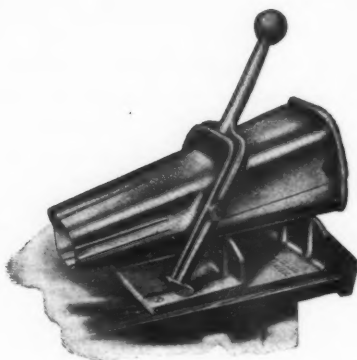


**Product**

# MEAT LOAVES *in Casings!*

**Stuffer**

*Made of Stainless  
Steel with Cast  
Aluminum Base*

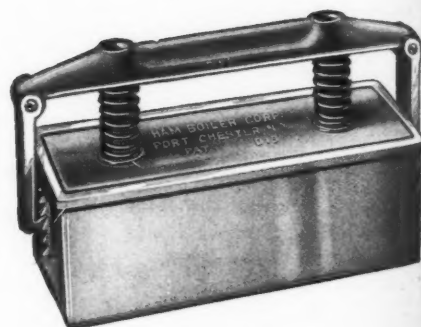


*New Flavor Appeal  
Better Keeping Quality  
Improved Appearance*

**PERMANENT  
IDENTIFICATION**

Give your luncheon loaves a distinctive, tailored appearance and increase sausage sales! Square luncheon loaves in casings offer remarkable stimulation to sales — are easy and economical to produce — increase profits!

A single, simple operation — processing in the Adelmänn Luxury Loaf Container — gives your loaves a distinguished new appearance that multiplies sales. The Adelmänn Luxury Loaf Container provides practicability, appearance, and low cost. The transparent casing affords visibility, identification, and protection. Used in combination, they produce luncheon loaves that *cannot* be confused with ordinary competitive products. Pistachio nuts, pickles, pimentos and peppers are visible through the casing and add to the attractiveness of the product.



**ADELMANN**  
*Luxury Loaf Container*

For efficient, low-cost production of quality meat loaves and specialties. Cuts shrink, improves quality. Made in seven sizes.

**ADELMANN—"The Kind Your Ham Makers Prefer"**

## **HAM BOILER CORPORATION**

**Office and Factory, Port Chester, New York**

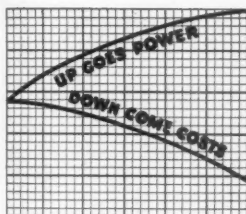
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Canadian Representative: C. A. Pemberton & Co., Ltd., Toronto, Ont.



# CHEVROLET TRUCKS

## Selected by Packers for Their Dollar-Saving Economy



Packers who are seeking ways to reduce expenses find that big savings result from *replacement* of old or *costly-to-operate* delivery equipment. Chevrolet ranks first in their choice of new trucks and delivery units, for today, Chevrolet leads as the most economical of all trucks to maintain.

The thrifty Chevrolet Valve-in-Head Engine uses less gas and less oil—saving users many dollars of cost, depending upon the number of units used and miles traveled. Chevrolet Perfected Hydraulic Brakes are not only the safest of all truck brakes, but their *equalized* action means less wear and less adjustment expense.

There's extra strength and dependability built into every part and every feature of the 1936 Chevrolet trucks. That means longer life and more economies over the long period of useful service rendered. Your Chevrolet dealer will be glad to give you a demonstration of Chevrolet trucks or delivery units over your own routes—a convincing demonstration of *power with economy*!

CHEVROLET MOTOR COMPANY, DETROIT, MICHIGAN

GENERAL MOTORS INSTALLMENT PLAN—MONTHLY PAYMENTS TO SUIT YOUR PURSE



**NEW PERFECTED  
HYDRAULIC BRAKES**  
always equalized for quick, unswerving, "straight line" stops



**NEW HIGH-COMPRESSION  
VALVE-IN-HEAD ENGINE**  
with increased horsepower, increased torque, greater economy in gas and oil

FOR ECONOMIC  TRANSPORTATION



# EXTRA! KVP REVEALS TRADE SECRETS



**GENTLEMEN, BE SEATED!** Minstrel show packs 'em in three nights running. S. R. O. sign hung out early when Parchment Minstrels strut their stuff.

**TURN ON THE SUN:** The sun lamp corner is busy in the Health Department when snow piles high outside. Experienced male nurse cares for minor injuries, gives rub-downs, hot towels, keeps folks well.



**H. W. C.** which stands for Home Works Corporation. These boys of high school age, most of them sons of KVP employees, belong to a Parchment summer project that has achieved national recognition. They manicure lawns, dig gardens, wash cars, anything to keep busy doing something useful. Parchment has no "boy problem" during the summer because of organizations like this.



**MAMMA'S A FAN TOO:** Employees and their families watching the KVP city champions hand a drubbing to a team of barn-storming big leaguers. Twilight ball is popular and KVP teams have copped many a city championship. Basketball, horseshoes, tennis and soft ball are among the other organized sports.



## KVP FOOD PROTECTION PAPERS

12,000 PEOPLE saw this colorful pageant last July 4th. Bleachers and hillsides in Kindieberger Park filled to capacity as Band, Male Chorus, National Guard and cast of 500 put on huge celebration. Band concerts and open air entertainments draw thousands each month.

**KALAMAZOO VEGETABLE PARCHMENT CO.**  
PARCHMENT (Kalamazoo County) MICHIGAN



# THE TREND IS QUALITY PACKAGING



These Packages are wrapped in Plain and Printed

## SYLPHRAP

(Reg. U. S. Pat. Off.)

*"Quality's Best Attire"*

for its protective qualities, and to intensify and brighten the colors of your packages. ¶ The trend in quality packaging gives you the opportunity to make increased sales at larger profits. ¶ We will be glad to give you the names of our quality printers.

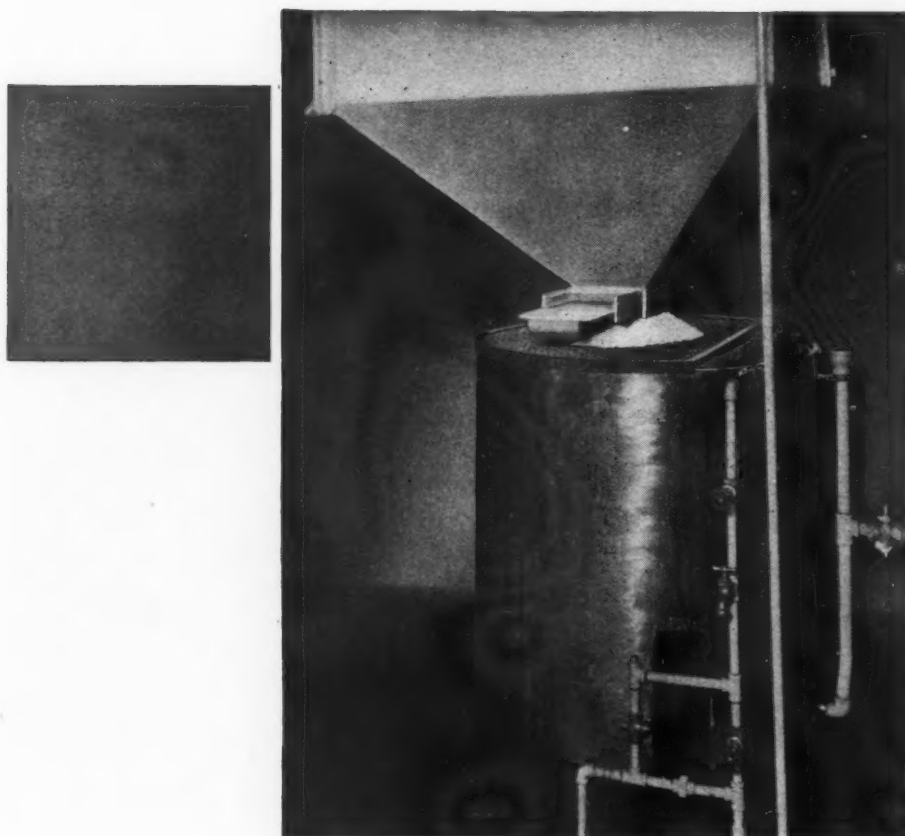
SYLVANIA INDUSTRIAL CORPORATION

SYLPHRAP DIVISION

122 EAST 42nd STREET

NEW YORK CITY

# MORE PACKERS EVERY MONTH DISCOVER THE ECONOMY OF *automatically produced* PURE BRINE



*One of many successful installations of the Lixate Process is at the plant of Rochester Packing Co., Rochester, N. Y. Pure Lixate Brine is produced automatically for use in pickling processes.*

**I**N THE progressive strides taken by the modern packing industry, meat packers—and packers of all food products—are discovering the many advantages of the Lixate Process for Making Brine.

The Lixate Process is an entirely automatic method of producing clear, pure brine from economical grades of rock salt. Lixate brine can be piped to any part of your plant, so that manual labor can be eliminated at every step from the storage of salt to the delivery of brine to any required point.

In every one of its successful installations, the Lixate Process

has never failed to produce three-way economy—in the cost of handling salt, the production of brine and handling the brine after production. The Lixate Process dissolves the rock salt and filters the brine, insuring the uniform saturation so necessary to successful food curing and packing.

International sales engineers will be glad to consult with you about your brine production problems. Absolutely no cost or obligation is involved. Write today for the Lixate book, complete with further information about the Lixate Process and illustrations of many successful installations.

## INTERNATIONAL SALT CO., INC.

GENERAL OFFICES—SCRANTON, PA., and NEW YORK CITY

SALES OFFICES: Buffalo, N. Y. • Philadelphia, Pa. • Boston, Mass. • Baltimore, Md. • Pittsburgh, Pa. • Newark, N. J. • New York, N. Y. • Richmond, Va. • Atlanta, Ga. • New Orleans, La. • Cincinnati, Ohio • St. Louis, Mo. REFINERIES: Watkins Glen, N. Y. • Ludlowville, N. Y. • Avery Island, La. MINES: Retsof, N. Y. • Detroit, Mich. • Avery Island, La.

# DON'T SQUINT

## *at your thermometers*

Read them now with both eyes open—more easily, more accurately, at greater distances with

### NEW TAYLOR "BINOC" TUBING

"REMARKABLE!" "Wonderful!" "A really big development!" "The greatest advance of its type in thermometer history."

Unusual praise indeed. But it is praise of an unusual product.

With "Binoc" Tubing, Taylor makes previous industrial thermometers obsolete.

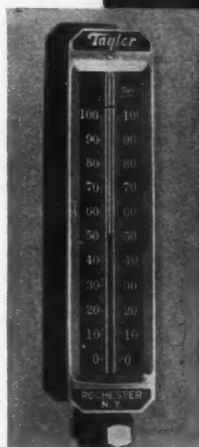
"Binoc" Tubing ends squinting with one eye. It does away with "approximately accurate" readings. It gives thermometers that can be read with both eyes open. It gives *Binocular Vision*.

It supplies a thermometer with DOUBLE the angle of vision—with two to five times the visibility of previous thermometers. And does it without sacrificing high magnification.

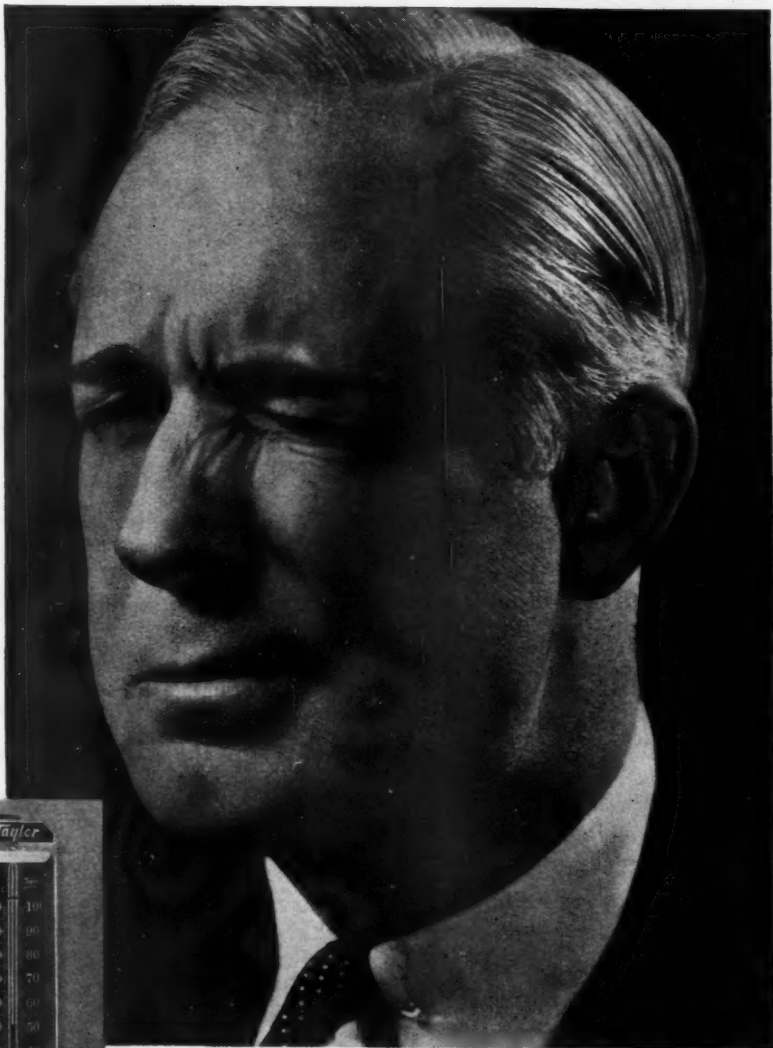
It eliminates bore reflection, which has been one of the greatest handicaps in making accurate readings on any thermometer up to now.

All of these amazing advantages result from correct application of the principles of light reflection. A triple lens construction assures the wider angle of vision, greater concentration of light, and the necessary light reflection on the mercury column. In other words, it gives a thermometer that is many times easier to read.

Prove for yourself the things we have said in this advertisement. A Taylor Representative will let you make a test with your own eyes so, that you can be the judge. If you want a demonstration quickly, write at once to Taylor Instrument Companies, Rochester, N. Y., or Toronto, Canada. Manufacturers in Great Britain—Short & Mason, Ltd., London, England.



THIS IS A PICTURE of the latest Taylor Industrial Thermometer with the new Taylor "BINOC" Tubing.



**Taylor**  
INDUSTRIAL THERMOMETERS

with "BINOC" Tubing  
(Patented)

# Name Any Dry Sausage Product—You will find that Circle E MAKES IT!



## Highest Quality Always Uniform

Circle E products are built up to a standard, not down to a price. Yet the price is in line and the standard of quality is rigidly maintained. Send today for information regarding our profitable plan and such other information as you desire. We'll reply promptly.

Think what it means to carry a really complete Dry Sausage line. No matter what your dealer wants, you can deliver. Also, by stocking the dealer with a full line, he makes more sales and you get more business.

And think what it means to be able to buy the complete line from a single, long established house, noted for the quality and uniformity of its product. All records and dealings are simplified; while time devoted to buying is reduced to a minimum, responsibility is centered, and shipments are economical.

This is the day of simplified methods and reduced costs. Look into the Circle E plan.



## Business-building products with a good profit-margin

Handle the Circle E line and you sell products that will repeat because of sheer goodness. You make a good profit, too. Circle E solicits no business from the retail trade. You have the field to yourself. Write today for full details.

# Circle E Provision Company

UNION STOCK YARDS - - CHICAGO, ILLINOIS



# THE NATIONAL Provisioner

Volume 94

THE MAGAZINE OF THE

Number 19

Meat Packing and Allied Industries

MAY 9, 1936

## WERE PORK PACKERS *Unjustly* *Enriched?*

**Small Packers Tell the True Story  
of Processing Taxes to Congress**

NEARLY ONE HUNDRED OF THE SMALL PACKERS from all parts of the country descended on Washington this week to protest against enactment of certain features of the tax bill now before Congress — particularly that known as the "windfall tax" or (an even more offensive and unjust term) the tax on "unjust enrichment."

Small pork packers told the Senate finance committee in no uncertain terms that such a tax would put them out of business, and leave the industry in the hands of a few.

The bill as passed by the House provides an 80 per cent tax on that portion of a packer's net income from unpaid or refunded hog processing taxes, which the packer was supposedly able to shift to others. Packers testifying stated that such tax was not passed on by the packers, that they are rightfully entitled to the money, and that if it is taken away from them many will be forced into bankruptcy.

The only alternative to bankruptcy is another appeal to the courts and another era of litigation. This did not appear in the testimony, but every packer knows it is his only hope for salvation.

### **Story of the Small Packer**

The case for the small packer was presented by president Wm. Whitfield Woods of the Institute of American Meat Packers, and he was followed by a number of small packer witnesses.

Mr. Woods' presentation was so clear and fair and forceful that it evidently gave the distinguished senators on the committee a picture they had never had before. That it im-

pressed them was manifest. The same picture was presented by the hundred visiting packers individually to their senators and congressmen during their stay in Washington.

### **Might Result in Disaster**

Mr. Woods' statement in full, with its dramatized statistics and pictures, was not available to THE NATIONAL PROVISIONER at the time of going to press.

"Scores of small packing plants would be forced to close their doors and put thousands of their workers out of employment if Congress enacts the so-called tax on 'unjust enrichment' proposed in the new tax bill," said Mr. Woods, in his statement to the Senate Finance Committee. If the windfall tax is enacted "there is only one place to which many small packers can resort — that is, the bankruptcy court," Mr. Woods declared.

### **May Damage Whole Industry**

Mr. Woods said that the meat packing industry, "the output of which is more valuable than that of any other American manufacturing business," faces in the proposed tax measure a situation that will do inestimable damage to the industry as a whole and prove fatal to a great many individual businesses.

"Small packers by the scores probably

by hundreds, were headed straight for bankruptcy and were approaching ruin when they were reprieved by relief from any more processing taxes and by permission to retain a minor fraction of the funds which had been demanded since the processing tax went into effect.

This result, Mr. Woods said, of various factors including the AAA program and the disastrous drought of 1934, forced prices up in the face of a vastly diminished consumer buying power. In addition, Mr. Woods pointed out, this reduction of supplies has deprived the packing industry of the major portion of its hitherto profitable export business. Further, he contended, the scarcity of supplies and resulting high prices have alienated a great many of the retailer's customers.

"With the relief afforded by invalidation of the taxes, such packers were able to pay off some of their indebtedness, put their businesses wholly or partly in order, and continue their operations.

#### Eighty Per Cent Faced Ruin

"More than a year ago the situation resulting from the processing tax program was so acute that one of the smaller packers predicted to me that if the processing tax should be sustained 80 per cent of all packers would go out of business.

"The pork packer has been going through a five-year period of severe trial and business damage. The entire industry showed a loss in 1931 and 1932. In 1933 and 1934 probably more than one-half the companies lost money. In 1935 only a minor fraction made a profit, and in most cases even this profit was a transient one, constituted of inventory appreciation. The smaller ones did not profit significantly from such appreciation, since they had little or no paper profits with which to offset their staggering current operating losses. In some cases actual bankruptcy occurred."

#### Tax on Surplus Hurts Small Business

Turning to the proposal to tax undistributed surplus Mr. Woods stated:

"The proposed tax on undistributed earnings would tend in any industry to prevent the small business from growing larger, and would make it difficult for the little company to achieve the financial margin already enjoyed by its competitor.

"This tendency is emphatically the case in the packing industry, because the lack of inventory profits on the part of the small operator has made his balance sheet less favorable relatively than the balance sheet of his larger competitor. Therefore, the oppressive effect of the proposed law on small business would be increased in this particular group.

"Even this, however, is not the whole of the specially-damaging effect which

such a law would wreak on the small companies in the meat industry. The volume of hogs and pork now available to competitors is about two-thirds of the ordinary average. In effect these businesses on the average have been shrunk to two-thirds of their former size."

#### Gives Big Packers an Advantage

"This bill would make it difficult to build up a little business into a big one. It would in many cases give to the large corporation a competitive advantage in the cost of financing which might make it impossible for the smaller corporation to do business. This may not be as emphatically the case in other industries as it is in the packing industry.

"A packing company with only a moderate surplus could be injured astoundingly. In handling perishables in an industry with seasonal supplies, and with no control of the quantity of raw materials shipped to it, prices of the raw material and of the products both fluctuate rather widely. At least, that is the case in the packing industry.

"It might well be that a packer at some time would find all his free money and maximum borrowings necessarily

invested in inventory. The tonnage of his inventory might be no greater, but the value might be much larger because of the rise in prices.

#### Victim of the Tax Collector

"When the tax collector came along that packer would find himself with a book or paper profit, but without an expendable profit. The only way the packer would pay the tax would be to sell off enough inventory to do so. In that case he would not have the money to refinance his inventory, and obviously would be compelled to reduce the size of his business. His forced marketings would lower the market for the rest of his stock and for the whole of the industry, and his smaller volume because of his fixed expenses would increase his unit costs.

"The proposed tax would substitute an inflexible policy for judgment of management.

"No matter what the situation in an industry, there is no way under this measure in which a corporate business having a net income of \$40,000 or over can retain nearly all of its earnings in the business. The most that can be retained is 57½ per cent. The government would tax the rest."

## TESTIMONY OF *Smaller* PACKERS

PACKERS who were listed to testify following Mr. Woods included the following: T. G. Strange, The Provision Co., Columbus, Ga.; Jos. T. Kurdle, Wm. Schludenberg-T. J. Kurdle Co., Baltimore, Md.; C. F. Welhener, H. Burkhardt Co., Dayton, O.; T. W. Taliaferro, Hammond-Standish Co., Detroit, Mich.; V. D. Skipworth, A. Gobel, Inc., New York City; Paul Trier, Perry Packing Co., Perry, Ia.; J. N. Scully, Jacob Dold Packing Co., Buffalo, N. Y.; F. E. Wernke, Louisville Provision Co., Louisville, Ky.; H. W. Jameson, David Davies Co., Columbus, O.; Howard McCall, J. H. Allison Co., Chattanooga, Tenn.; C. G. Newcomb, Lake Erie Provision Co., Cleveland, O.; Geo. A. Lincoln, Standard Packing Co., Los Angeles, Calif.; F. A. Hunter, Hunter Packing Co., East St. Louis, Ill.; Geo. A. Schmidt, Stahl-Meyer, Inc., New York City; G. L. Childress, Houston Packing Co., Houston, Tex.; G. W. Birrell, Chr. Kunzler, Inc., Lancaster, Pa.; R. F. Tildesley, Luer Packing Co., Los Angeles, Calif.

A few of the statements are reviewed here for the benefit of packers who could not attend.

#### California Packers Speak

George H. Lincoln, secretary of the Standard Packing Co., Los Angeles, Calif., appeared in behalf of the following individual meat packers of Southern California: Luer Packing Co., Pacific Land & Cattle Co., Sterling Meat Co., Union Packing Co., Newmarket Co., Kern Valley Packing Co.,

Cornelius Bros., Ltd., Coast Packing Co., Bakersfield Packing Co. and Standard Packing Co.

"The position of the independent meat packers of Southern California with reference to the processing taxes and the so titled 'windfall tax' has been very ably covered by Mr. Woods, and as well by the several gentlemen who have preceded me," said Mr. Lincoln. "I do, however, genuinely appreciate the opportunity afforded to briefly outline our position.

"When the NRA became a law it was accepted 100 per cent; wages were increased in accordance therewith and working hours reduced. Upon the declaration of the Supreme Court that the NRA was unconstitutional the independent meat packers of Southern California, in the main, continued to carry out and to live up to its precepts.

#### Went Along With AAA

"At the inception of the AAA we accepted its terms without a question. We paid our floor stock taxes and our processing taxes month by month, from November, 1933, until approximately March, 1935, when at that time it became startlingly apparent that the burden of the processing taxes was leading us rapidly towards bankruptcy.

"It was then—and only then—that injunctive relief was sought. The result of this very necessary action is written in the records of the Supreme Court of the United States, and it is well known.

"Through this action the independ-

ent meat packers of Southern California were the recipients of certain impounded funds which they consider belong entirely to them, and their contention is supported by the decision of the Supreme Court. It is now proposed to take most of this money away in the form of new taxation; namely, the so-called 'windfall tax.'

### Nobody Got a "Windfall"

"We have been severely penalized by the AAA, and that penalty is still effective. We contend that no 'windfall' was received by any of the independent meat packers of Southern California, and that impounded moneys returned to us were in a large measure simply a recompense, if you please, for losses previously incurred. It would take altogether too long to substantiate in detail that statement, but nevertheless, it is true, and there is one thought each firm I am representing wishes to leave with you at this time.

"We do not feel that it is right or proper to tell the lawmakers of our country what laws to pass and what laws not to pass. But we do feel that it is our duty to demand of those who represent us to have the courage and determination to uphold and defend the Constitution of the United States at all times.

"Speaking entirely for ourselves, we realize the government must necessarily raise large funds to carry out needed programs, and further realize that individuals and businesses alike must face further taxation. We are sure that if such taxation is equitable and just, and in accordance with the Constitution, very little opposition will be encountered."

### Packer Asks for Justice

T. W. Taliaferro, president, Hammond Standish & Co., Detroit, Mich., said:

"I appear before you, not as a suppliant for a favor, but to ask for justice, and on behalf of our stockholders and 500 and more faithful employees, some of whom are the third generation who have married and reared their families while in the employ of this concern, which started in 1858 and is still operating under its original flag.

"We are the only pork packing company in Michigan which has survived the many changes the packing business has undergone in its evolution from the local butcher without refrigeration, except for ice in a limited way, to one of the greatest and most efficient businesses, operated on the smallest profit per pound of perishable product in the whole world. Its continued existence lies with you gentlemen of the Congress.

"This company is the victim of the enforcement of the AAA program primarily because when the government determined to kill off the pigs and pregnant sows the prices to be paid were so arranged that no preference

(Continued on page 19.)

## PACKERS MOBILIZE for Self-Preservation

SMALLER packers from all sections of the country were in Washington this week to tell Congress what their situation would be if the mis-called "unjust enrichment" or "windfall" tax was levied on them—in other words, if money rightfully belonging to them under the Supreme Court's AAA decision were taken away from them by the proposed tax law.

Among packers participating in this mobilization were:

### EAST.

C. G. KRIEL CO., Baltimore, Md., Andrew G. Kriel.  
KNAUSS BROS., INC., Poughkeepsie, N. Y., Louis E. Knauss.  
JOHN A. GEBELEIN, INC., Baltimore, Md., John A. Gebelein.  
HYGRADE FOOD PRODUCTS CORP., New York, N. Y., Harold J. Gallagher.  
ADOLF GOBEL, INC., Brooklyn, N. Y., V. D. Skipworth and Scott McLanahan.  
ALBERT F. GOETZE, INC., Baltimore, Md., Albert F. Goetze and Harry R. Parkhurst.  
JOHN J. FELIN & CO., INC., Philadelphia, W. E. Felin.  
ALBANY PACKING CO., INC., Albany, N. Y., W. C. Codling.  
N. AUTH PROVISION CO., Washington, D. C., Elliott Balestier, jr.  
LOUIS BURK, INC., Philadelphia, Pa., B. C. Dickinson.  
CHESTER PKG. & PROV. CO., Chester, Pa., W. F. Medford.  
C. A. DURR PACKING CO., Utica, N. Y., John F. Nash and D. M. Sweet.  
JACOB DOLD PACKING CO., Buffalo, N. Y., J. M. Scully.  
DANAHY PACKING CO., Buffalo, N. Y., Arthur M. Danahy.  
WM. SCHLUDERBERG-T. J. KURDLE CO., Baltimore, Md., W. F. Schluderberg, Jos. T. Kurdle and J. H. Richardson.  
MERKEL, INC., Jamaica, N. Y., Henry Merkel.  
SCHAFFNER BROS. CO., Erie, Pa., Milton Schaffner.  
CHAS. MILLER & CO., North Bergen, N. J., August Miller.  
SCALA PKG. CO., INC., Utica, N. Y., James M. Scala.  
PUNKSUTAWNEY BEEF & PROV. CO., Punksutawney, Pa., Chas. C. Hoy.  
ROCHESTER PACKING CO., Rochester, N. Y., F. M. Tobin and G. F. Pfulfin.  
ULMER PACKING CO., Pottsville, Pa., Julian F. Ulmer.  
TAYLOR PACKING CO., Pleasantville, N. J., James Burt.  
TRUNZ PORK STORES, INC., Brooklyn, N. Y., Max Trunz.  
F. G. VOGT & SONS, INC., Philadelphia, Pa., Frederick A. Vogt and H. B. Powell.  
WEILAND PACKING CO., Phoenixville, Pa., Frank B. Weiland.  
BRIGHTON DRESSED MEAT CO., Boston, Mass., James E. McMahan.  
FRIED & REINEMAN PKG. CO., Pittsburgh, Pa., Walter E. Reineman.  
CH. KUNZLER CO., Lancaster, Pa., G. Wm. Birrell and Ch. Kunzler.  
STAHL-MEYER, INC., New York, N. Y., Geo. A. Schmidt.

### MIDWEST.

HUGHES PROVISION CO., Cleveland, O., J. L. Bishop.  
IDEAL PACKING CO., Cincinnati, O., A. W. Goering.  
LOHREY PACKING CO., Cincinnati, O., George R. Lohrey.  
HAMMOND-STANDISH CO., Detroit, Mich., T. W. Taliaferro.  
LAKE ERIE PROVISION CO., Cleveland, O., Chester G. Newcomb.  
KEARNS PACKING CO., Mansfield, O., W. A. Kearns.  
E. KAHN'S SONS CO., Cincinnati, L. W. Kahn.  
FALTER PACKING CO., Columbus, O., John Falter.  
DAVID DAVIES, Columbus, O., H. W. Jameson.  
COLUMBUS PACKING CO., Columbus, O., E. A. Schenck.  
H. BURKHARDT PACKING CO., Dayton, O., C. F. Welhener.  
BRAUN BROS., Troy, O., Chas. E. Rasor.

J. & F. SCHROTH PKG. CO., Cincinnati, O., Elmore M. Schroth.  
H. H. MEYER PACKING CO., Cincinnati, O., H. H. Meyer.  
C. W. MILLER CO., Newark, O., Harry G. Miller.  
OHIO PROVISION CO., Cleveland, O., E. L. Schneider.  
G. M. PEET PACKING CO., Chasaning, Mich., H. D. Peet.  
SANDUSKY PACKING CO., Sandusky, O., Guy Manaugh.  
J. FRED SCHMIDT PKG. CO., Columbus, O., Geo. L. Schmidt.  
STEINER PKG. CO., Youngstown, O., M. Steiner.  
CHAS. SUCHER PKG. CO., Dayton, O., Louis A. Sucher.  
THEURER-NORTON PROV. CO., Cleveland, O., W. B. Smith.  
DUQUOIN PKG. CO., DuQuoin, Ill., W. W. Naumer and Lyle D. Flavell.  
ILLINOIS MEAT CO., Chicago, A. W. Brickman.  
FUHRMAN & FORSTER CO., Chicago, Lawrence Forster.  
RELIABLE PACKING CO., Chicago, Felix Gehrman.  
BAUM-PHILLIPS, Danville, Ill., C. M. Baum.  
BELZ PROVISION CO., St. Louis, Mo., Henry Belz.  
STEIDL BROS., Paris, Ill., Donald Steidl.  
ST. LOUIS LOCAL MEAT PACKERS ASSN., St. Louis, Mo., A. F. Versen.  
ANTON STOLLE & SONS, Richmond, Ind., Anton Stolle.  
LUER BROS. PKG. AND ICE CO., Alton, Ill., W. J. Luer and O. S. Catt.  
F. HILGEMEIER & BROS., Indianapolis, Ind., Geo. Hilgemeier, jr.  
HEIL PACKING CO., St. Louis, Mo., Geo. L. Heil, jr.  
MILNER PROVISION CO., Frankfort, Ind., W. E. Milner.  
HUNTER PACKING CO., E. St. Louis, Ill., Frank A. Hunter.  
KREY PKG. CO., St. Louis, Mo., Fred Krey.  
PERRY PACKING CO., Perry, Ia., Paul W. Trier.  
LACLEDE PACKING CO., St. Louis, Mo., F. G. Hausermann.  
SIELOFF PACKING CO., St. Louis, Mo., Emil Sietloff.

### SOUTH.

C. F. VISSMAN & CO., Louisville, Ky., R. E. Visman.  
HENRY FISCHER PKG. CO., Louisville, Ky., Henry Fischer.  
EMMART PACKING CO., Louisville, Ky., G. W. Cook.  
ECKERT PACKING CO., Henderson, Ky., H. Farmer.  
LOUISVILLE PROVISION CO., Louisville, Ky., F. E. Wernke.  
J. H. ALLISON & CO., Chattanooga, Tenn., Howard W. McCall.  
FLORENCE PACKING CO., Florence, Ala., T. T. Hackworth.  
THE PROVISION CO., Columbus, Ga., T. G. Strange.  
REYNOLDS PACKING CO., Union City, Tenn., W. G. Reynolds.

### SOUTHWEST.

BANFIELD BROS. PACKING CO., Tulsa, Okla., R. C. Banfield.  
HOUSTON PACKING CO., Houston, Tex., G. L. Childress.  
KEEFE-LE STOURGEON CO., Arkansas City, Kans., S. F. Spencer.

### PACIFIC COAST.

LUER PACKING CO., Los Angeles, Calif., R. F. Tyldesley.  
STANDARD PACKING CO., Los Angeles, Geo. H. Lincoln.



# FEWER *Truck* Accidents IN 1936

● Situation Requires More  
Careful Selection, Training  
and Supervision of Drivers

By ARTHUR C. BUTLER

Manager, Motor Truck Department, National  
Automobile Manufacturers' Association.



**WATCH THE BLIND SPOTS.**

Children darting from behind parked vehicles and blind spots on streets and highways are a hazard to safe driving.

**M**AKING truck drivers "safety conscious"—and keeping them so—is a year-round job for the meat packer or his truck fleet manager. It is one place where money losses, as well as still more serious losses, can be brought to a minimum by constant care and supervision.

One meat packer whose 1935 truck accident record was very unfavorable decided that a new leaf must be turned over by his drivers.

He set as his goal a *million truck miles without an accident*. Careful plans were made. Plant and branch house fleets were surveyed, drivers instructed and a policy of penalties and rewards adopted.

## Lining Up the Drivers

Realizing that the human element is the greatest potential accident hazard, particular care was taken to make the truck drivers "accident prevention conscious" and to impress on them the necessity for careful driving.

Early in 1936 this packer's trucks were involved in two bad accidents. In both cases the drivers were clearly at fault. Neither accident would have

occurred had the driver exercised the degree of care that should be used by anyone entrusted with the safety of expensive equipment and product.

It was necessary to start all over again on the aim of "a million truck miles without an accident."

A careful check was made of the drivers as to their temperament and physical condition. Men believed to be dependable were chosen, and a day-to-day safety reminder adopted.

The fleet is now on the way to its million-mile goal.

## 300 Per Cent Dividend on Safety

Other packers have been more fortunate in cashing in on their safety investments. In this connection, one large fleet owner recently said:

"Cost of repairing damage to our vehicles as the result of accidents showed a drop of more than 40 per cent, and amount paid to others for property damage against which we were not insured was reduced more than 65 per cent. Annual insurance and accident costs were reduced 40 per cent.

"Allowing liberally for cost of our

safety activities, yearly dividends on our safety investment is now more than 300 per cent. In other words, for every dollar we spend we receive back four dollars."

That accident insurance costs were reduced 40 per cent is evidence of the serious injuries and possible fatalities that were averted by this fleet operator's attention to a pressing problem. That some packers are able to operate their truck fleets with favorable accident records, while others in the same territory and exposed to the same hazards have numerous costly accidents, can only be explained by the effectiveness of the efforts made in each case to choose, train and supervise the truck-driving personnel.

## Conditions Dictate Training Methods

It is difficult to lay down other than general principles for instilling safety responsibility in drivers. No blanket program can be devised to fit all situations. Type of service, location, size of fleet, and countless other considerations make it practically impossible to set up one, or even several, standard programs.

There are other fundamentals which should constitute the ground work for a better fleet safety record. Applicants for positions should be examined thoroughly for optical and other physical defects and given rigid written tests on traffic laws, as well as actual road try-outs with qualified representatives.

If an applicant comes to a company as an experienced chauffeur, his past accident record with trucks of his



## THIS HAZARD INCREASES IN SUMMER.

Youngsters absorbed in their play forget traffic dangers. With the vacation season approaching, now is an opportune time for the packer fleet manager to "bear down" on the child hazard.





### BICYCLE A CHALLENGE TO SAFETY.

Driver should be alert for the unexpected when a approaching or passing bicyclists, give ample warning of his presence and have his car under complete control.

former employers should be checked to determine the driver's susceptibility to accidents.

### Can't Cure Proneness to Accidents

The accident-prone driver generally proves costly. The National Research Council Committee on Psychology on the highway reported from a recent survey that corrective measures directed toward improved effectiveness in driving have, with few exceptions, generally proved ineffective in dealing with the markedly accident-prone driver.

Following the employment of a driver the ever-present problem is to devise methods to keep alive safety consciousness. In this respect successful safety activities in a packer fleet put the supervisor of such a fleet on a par with a first-class football coach.

From the standpoint of material at hand and teaching fundamentals of the game, the late Knute Rockne was on a par with hundreds of mediocre coaches. His success was due to his ability to pull psychological stunts that kept his charges at a victory fever. He knew his players and "worked on them" individually. The same thing is required of a good fleet supervisor if he is to maintain his charges at a safety fever.

### Applying Psychology to Drivers

Various bonus systems for good performance have proved their worth in cutting down accidents, as have also penalties and fines for poor safety records. Pep talks and similar activities are also numbered among ways of eliminating driver failure.

These instruments, with instruction of drivers, may be regarded as more or less of a mechanical nature. They play an important part in reaching the group. Such activities should be supplemented by daily application of psychology on the driver. Some driver literature, with instructions on how to drive, has been wasted because, in many cases, it was distributed among experienced chauffeurs who know their business. The idea is to register with

them the results of carelessness and discourtesy.

The fleet supervisor is the best judge of how this can be accomplished. It is an education in itself to know how some of the fleet supervisors are constantly hammering at safety.

### A Safety Idea Each Day

One fleet operator has a large blackboard in a conspicuous place in the company's garage and each morning a brief reminder to the drivers is written on this board.

For instance, on a stormy day the board would read: "The roads are icy today, be doubly careful." Another day it read: "Keep alert! Brakes are no good if you don't see in time to use them," or, "We treat our customers with courtesy. Every one is a prospective customer. Remember that when you are driving among pedestrians and motorists."

Drivers of another company, when they hop into the cabs of their trucks each morning, are greeted with a mimeographed slip of paper on the wheel. The following is typical of

these messages: "You remember Johnnie ———? Johnnie mixed driving with drinking on Tuesday and crashed into a traffic stanchion. Some one might have been killed. Luckily, however, no one was even injured. Johnnie doesn't work here any more."

### Proof of Results

One prominent head of a for-hire trucking concern told his drivers that he would check on them while on the highways at times when it met his convenience. On one of these occasions recently the executive followed up a driver who "beat a red light" at an intersection. Beyond the intersection, he had the driver pull over to the side of the road and told him to report for his pay that night—that he "must be tired and better take a week off without pay." The results from these constant efforts to make drivers safety conscious are evidence of their worth.

The supervisor of the "blackboard plan" reports that his company's accidents were reduced 70 per cent in 12 months. The daily message placed on the wheel of the truck for the driver was given most of the credit for reducing the company's accidents, 62 per cent in a period of 18 months.

There must be something to it—when it serves to save life and limb as well as money—when it inspires other fleet operators to give similar tactics a year's trial during 1936.

**EDITOR'S NOTE.**—Photographs illustrating this article were taken in Portland, Ore., and were used there by the International Harvester Co. to illustrate a safe-driving poster for display in garages and other places where truck drivers congregate. International Harvester Co. has worked actively for many years to promote safety on the highways. Its booklet "I Drive Safely" has been given wide distribution by fleet owners.

Keeping to right on a hill keeps trucks out of the ditch.



### LONG BODY ON SHORT WHEELBASE.

Here is another adaptation of the "cab forward" idea—a 2- to 3-ton Studebaker with a 16-ft. van body on a wheelbase of only 157 in. This design can be used to advantage where traffic is heavy, space before loading docks limited and to meet heavy load conditions and comply with state laws regarding truck sizes.

# HEAVY-DUTY STAMINA IN A HALF-TON TRUCK

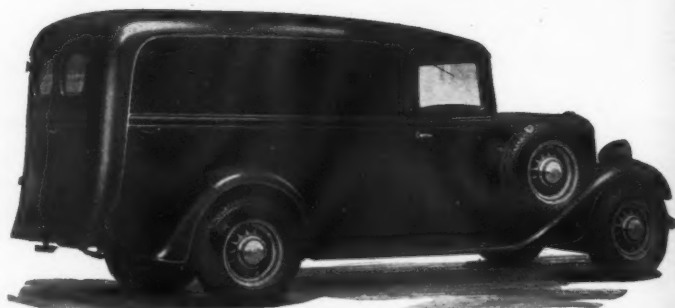
● In the Half-Ton International Model C-1 are incorporated many of the features of truck design that provide the stamina for which the big heavy-duty Internationals have long been famous.

The all-truck construction of this dependable truck provides not only unequaled economy but handling ease and speed-with-safety that any driver will appreciate.

Your first glance at the C-1 will register beauty, but remember that under those good looks are rugged stamina in every working part, and power to spare.

Put it up to this half-ton truck and you will do your hauling job with new efficiency—and a new economy that will be a source of profit to you year after year.

The Model C-1 comes in two wheelbase lengths—113 inches and 125 inches—making a great variety of body adaptations possible. The longer size is a special International feature in a half-ton truck.



Here is the 125-inch International Model C-1 with beautiful streamlined panel body. Other bodies available are the pick-up (shown below), the canopy-top express, and station-wagon.

Some other features that account for the great popularity of this Half-Ton International are: handsome V-type radiator with satin-finish grill and chromium trim; valanced fenders; full-length running boards; airplane-type instrument panel.

The 6-cylinder engine develops maximum brake h.p. of 78.5—real heavy-duty power in a half-ton truck. Phone any branch or dealer for a demonstration. Other International sizes up to powerful Six-Wheelers.

**INTERNATIONAL HARVESTER COMPANY**  
(INCORPORATED)  
606 So. Michigan Ave. Chicago, Illinois



The International Model C-1 Pick-Up Truck shown above is a mighty handy general-purpose truck.

International Truck prices start at

**\$400**

f. o. b. factory  
for the 113-inch wheelbase Model C-1 chassis



## INTERNATIONAL TRUCKS

## SMALL PACKERS TELL STORY

(Continued from page 15.)

sections where surplus existed, but Chicago was made the dividing line. Those East were bought at Chicago prices and West of that point at somewhat lower prices, whereas, the prices in the West, where surplus existed should have been made higher, and prices East, where no surplus existed, should have been made lower, so as to discourage marketing, and thereby maintain the normal and in some sections subnormal supply.

### How AAA Program Worked

"This unwise price arrangement was largely responsible for our present predicament, and only remotely to the drought—as Michigan, Indiana and Ohio, from which states we normally draw our livestock, were not materially affected by dry weather in 1934.

"When our local supply was reduced arbitrarily and unreasonably, we were forced to go West for our supplies, making it necessary to pay higher freight rates per pound on livestock than Western packers paid on dressed meats shipped to Detroit. Besides standing the extra shrink on the live animal, we stood the extra freight on the shrink in dressing.

"These items added to our normal expense more than \$1.50 per hog. That, combined with the greatly reduced volume, leaving our plant and other facilities idle and thereby adding so greatly to our expense of operation, made it impossible for us to pass on any appreciable part of the processing expense.

"We would be glad to lease our plant and organization to the government, or anyone else, if we were guaranteed 50c per hog profit, whereas the processing tax alone was ten times our normal profit. We have always sold our product for as much as we could, based on supply and demand and quality, which at all times is the deciding factor.

### Reduced Hog Supplies

"Our supply has been drastically reduced, as the following statement shows, for the year of 1933, 1934 and 1935:

Hogs received direct at Hammond Standish & Co. plant from local producers:

	1933.	1934.	1935.
January .....	8,890	5,150	4,057
February .....	7,281	5,349	2,187
March .....	10,581	4,745	2,282
April .....	11,087	6,814	3,035
May .....	10,243	4,141	1,804
June .....	7,141	4,321	1,019
July .....	3,412	2,303	1,106
August .....	5,193	2,327	878
September .....	5,204	3,759	1,262
October .....	11,231	7,838	2,762
November .....	9,887	6,883	6,641
December .....	7,026	5,682	3,644

Total .....

(No government-purchased pigs included).

### Bootleg Competition

"Our demand has also been reduced, due to consumer opposition to high prices and shifting to substitutes, and to the material slaughtering of 'bootleg

hogs,' both in the city and country. In most cases the fresh meat from these tax-free hogs was sold to the trade on an average of 2c to 3c per pound less than the market price in competition with government-inspected cuts.

"In addition to this competition, there were many butchers who bought hogs and had them slaughtered, and they sold the fresh cuts in competition with cuts bearing the abnormal expense. This kind of competition was very extensive in Detroit and surrounding territory.

"The meat packer whose principal operations are pork has little revenue from other sources to reduce the impossible burden of a processing tax. In order to keep in business a packer must have a daily supply of fresh pork cuts to sell his customers, or they leave him, for where they buy their fresh cuts they buy the remainder of their meat. This fact forced the price of hogs to so high a basis that there was a heavy cutting loss every month during the existence of the AAA.

### Could Not Pass on the Tax

"The theory that the increase in expense due to AAA could be passed along in the price of a perishable article has proven a fallacy. Some pork packers could survive longer than others, but in the end most of them would have to go out of business unless relief were given in some way.

"We earnestly request that no expense tax of any kind be placed on the processor of livestock, or other perishable food, under the theory that it be concealed so that the consumer is not fully advised of the amount and extent of the same. The processor is absolutely helpless between two conflicting interests; he is indispensable to both and is willing to work for such small wages that they do not mean anything appreciable to either producer or consumer.

"Our business in Detroit, provides a cash market for our farmers at all times, and likewise provides a definite source of supply for the consumer. Its record of continued existence for 76 years is evidence of its efficiency, and it should not be destroyed in order to try a theory that denies everything that experience has taught us in the history of this business."

### Plight of Many Packers

James N. Scully, vice president, Jacob Dold Packing Co., with plants at Buffalo, N. Y., Omaha, Neb., and Wichita, Kans., in the pork packing business for 70 years, testified as follows:

"I am here to protest against the tax on 'unjust enrichment.' The history of the processing tax is well known to all of you. However, we do not know that you realize the desperate plight that many pork packers were in at the time that this money of ours was returned as the result of the decision of the Supreme Court.

"If the Supreme Court had declared this processing tax legal, and we had to pay over the funds due under this tax on January 6, I think the majority of the independent and small pork packers would have faced a crisis, because their capital would have been so radically impaired, their credit destroyed, and the only alternative would have been to liquidate their business in whole or part.

### Changing Trend of Trade

"There are approximately 1,200 small packers, and they handle about 45 per cent of the annual hog kill, as compared with over 50 per cent handled by five or six large packers doing a business of national scope. If the local pork packer is forced out of business it would have the effect of throwing his volume to the national packers, restricting the market for hogs and eliminating healthy competition which now exists, centralizing the pork business in the hands of a few. This is surely not the intention or aim of the government.

"In many cities the independent pork packing industry is an important factor and its elimination from the business life of that area would be seriously felt. There are many small stock yards sustained largely by their sales to this type of pork packer. Should he pass out of existence these stock yards would go, and the farmer in the nearby territory would be forced to ship his hogs to more distant points to his probable disadvantage.

"Employees of these packers would very probably have to give up their homes and move to cities that had opportunity for employment, as the packinghouse employee is highly specialized, and he probably would find no opportunity for his services in other lines of business, except at a much lower wage.

### Did Not Anticipate Such Effects

"Many of the pork packers did not realize when the corn-hog reduction plan went into effect, along with the processing tax, that this curtailment in volume was really a death sentence. They had been used to temporary declines in volume, due to the seasonal manner in which hogs came to market, and the shrinkage which occurred in 1935 did not seem unnatural. But as the year progressed the overwhelming penalty of this lost volume became apparent, and this has continued up to the present time and very probably will continue for another year or more.

"We wish to emphasize that pork is strictly in competition with other types of meat, fish and poultry, and that the processing tax was on pork alone. Reduction in supplies took place in pork alone, and immediately other industries took up the job of satisfying the volume that had been lost by the pork packers by the reduction in the amount of pork available.

"It is possible that this has brought

(Continued on page 52.)



# Practical Points for the Trade



## Canned Luncheon Meat

Packers equipped for meat canning have found that good canned pork luncheon meat is a profitable item. Retailers like to handle it; consumers buy readily. An Eastern packer writes:

Editor THE NATIONAL PROVISIONER:

We should like to put up a good canned pork luncheon meat. Can you tell us how meat is cut and cured in making this product? How are the cans handled after filling?

A good canned pork luncheon meat can be made of

85 lbs. dry cured pork trimmings  
15 lbs. dry cured pork cheek meat.

High grade trimmings should be used for the purpose. They may be cured whole or ground through the 1 in. plate and thoroughly mixed with the following curing ingredients:

3½ lbs. salt  
1 lb. sugar  
2 oz. nitrate of soda  
for each 100 lbs. of meat.

Pack solid in a tierce and cure for from 5 to 8 days at a temperature of 38 degs. Fahr. At the end of curing period the trimmings can be put through silent cutter, but this luncheon meat should not be cut too fine. About 10 to 15 lbs. of ice may be added at this time.

Product is seasoned with ground mustard seed, pepper and mace to taste. Ready prepared seasonings or specially prepared seasonings as manufactured by reputable firms may be used in making this product. Use of such balanced seasonings assures convenience and uniformity in processing.

After cans are filled and weighed they may be closed under a mechanical vacuum with a vacuum closing machine. If desired, cans may be exhausted in a conventional steam exhaust box, should this equipment be available, although it is not as desirable as a closing machine. Exhaust period should be long enough to obtain a closing temperature of 165 to 170 degs. Fahr. After closure, the cans should be processed without delay.

Standard vertical or horizontal retorts are generally used for processing. The process generally used for the 404x 309 can is 150 minutes at 240 degs. Fahr., or 110 minutes at 250 degs.

Pressure cooling of the cans after processing will not be necessary if a good vacuum has been established in the closed cans, either by thermal or mechanical means.

A period of 8 to 10 minutes is generally used to bring the retort to processing temperature. A fairly slow blowdown period should be used to prevent undue straining of cans. All cans

should be water-cooled after processing, either by immersion or spraying.

## USES OF HOG BONE MARROW

An Eastern packer writes to ask the use of marrow from hog bones. He says:

Editor THE NATIONAL PROVISIONER:

How can marrow from hog bones, particularly bones of fresh shoulders, be used?

Fresh bones from edible product or bones from cured meats are usually utilized in the lard tank. It is not customary to remove the marrow but rather to put the whole bone in the tank. However, if cracklings are to be used for edible purposes it would be well to use only the marrow.

If for any reason the bones are from inedible material, such as condemned hogs or parts, they would go to the grease tank.

## What Is Boiled Ham Shrinkage Cost?

Certain costs in making boiled hams vary directly as the value of the product varies.

Chief among these is the cost of shrinkage.

Anyone who figures costs, particularly for the purpose of arriving at selling prices, must keep this factor in mind.

This shrinkage item must be EXPRESSED in cents per pound but must be FIGURED from the value of the raw material used.

THE NATIONAL PROVISIONER has compiled a table to assist the packer in approximating the cost of shrinkage in the production of boiled hams. This gives the different percentages of shrinkages and at different value levels. Subscribers may have this table by filling out and sending in the following coupon, accompanied by a 10c stamp. In large quantities, please write for prices.

The National Provisioner:  
Old Colony Bldg., Chicago, Ill.

Please send me reprint on "How to Figure Shrinkage Cost in Making Boiled Hams."

Name .....

Street .....

City .....

Enclosed find a 10c stamp.

## Boneless Pork Tidbits

Packers and sausage manufacturers turn toward a wider line of specialty products during the summer months. In many cases such items will yield a better return than if their ingredients were sold in original form as competitive products. A Mid-west packer writes:

Editor THE NATIONAL PROVISIONER:

As summer approaches we should like to add boneless pork tidbits to our list of products. Can you inform us as to the part of the pig's foot from which they come? How are they flavored?

Some packers have found it good business to turn as much as possible of their fresh meat into items like canned meats, sausage, luncheon meats, cocktail sausage and pork tidbits. Many of these can be individualized, packaged attractively and merchandised so as to emphasize the firm and brand name in a manner not possible with fresh meat.

Success with such specialty items, however, depends on their quality and merchandising effort expended on them. In the case of pork tidbits, an attractively-designed container will be a real sales aid. Moreover, the packer must let the public know what the product is and that he is making it—not merely manufacture it with the hope it will sell.

Tidbits are found between the two muscles at the back of the foot.

They are seasoned as follows:

45 deg. vinegar  
6 oz. whole white or black pepper  
6 oz. chili pods cut in small pieces, the size of a dime, with seeds and stems removed  
2 oz. whole cloves  
1½ lbs. sugar

A few pieces of dried pimientos, with one bay leaf to each container (pts.).

Scald the spice and pepper before mixing with the tidbits. This will bring out the flavor more rapidly. The above pickle is used either for bulk or individual containers.

Tidbit meat is not available as such on the open market but must be removed from the cooked foot. After the foot is thoroughly cooked, cut the muscle out and then split the foot. Pigs' feet for tidbits should be graded. Those from young butcher type hogs are tender as chicken while those from older hogs are tough and will not cook in the same time nor be as good.

If the feet are not selected so that the resulting tidbits are tender and of good quality it is probable that repeat business on this item will be discouraging.

## Paint in the Plant

Packers Need to Know More About  
Kind of Paint to Use, Where  
and How It Should Be Used

### FUNCTIONS OF A PIGMENT

By HENRY TRAPHAGEN.

QUALITY of a paint is greatly influenced by choice of pigment; so is the cost. Some pigments are light, others are heavy. Some are expensive, some are cheap. The technology of paint manufacture revolves about the properties of pigments.

Functions listed below will reveal the importance of pigments:

- 1.—Controls covering power.
- 2.—Determines color.
- 3.—Seals a porous vehicle.
- 4.—Resists or hastens corrosion.
- 5.—Controls weight per gallon.
- 6.—Controls cost per gallon.
- 7.—Determines color changes due to fumes, sunlight or oxidation.
- 8.—Influences adhesive properties.
- 9.—Influences wearing qualities such as chalking, scaling or cracking.
- 10.—Determines uniformity.

With these points in mind, we can list pigment requirements necessary if a paint is to give satisfactory maintenance economy.

The pigment should be pure, extremely fine, have great covering power, be resistant to ordinary fumes and sunlight, be at least neutral in respect to corrosion of metals, and conform to a necessary color scheme.

No one pigment fills all of these requirements. Choice of a pigment is a compromise. Many things must be considered. A brief review of the most important pigments will therefore be of value.

**EDITOR'S NOTE.** This is the 7th of a series of talks on "Paint in the Meat Plant." The next will take up the subject of various paint pigments.

### COPPER PAINT

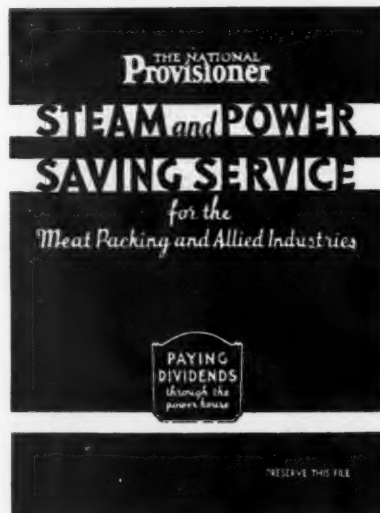
A new paint product, said to be particularly effective as a protection against the corrosive influences of moisture, alkali, etc., and applicable to any surface has been placed on the market by the National Copper Paint Co., Chicago, Ill. The new paint is said to contain 98.3 per cent pure copper and no linseed oil, fish or other oils commonly used in the paint industry.

Although a new product, this copper paint is being tried out in a number of packing plants in locations where heretofore considerable trouble and loss

from corrosion has resulted. In one case it has been applied to a steel ceiling on a killing floor. Frequent renewal of this ceiling formerly was necessary because of the heat, steam and ammonia prevalent there. A new ceiling was installed in this room several months ago and painted with copper paint. A recent inspection showed no indications of deterioration.

In another plant corrosion was causing much trouble and considerable expense in the sewed casing department. Experiments with copper paint as a protective agent on equipment have been so successful this particular packer is reviewing other departments of his plant to determine where it might also be used to cut down depreciation and replacement costs.

## Would This Information Be Useful To You?



A binder containing all information on "Steam and Power Savings" published by THE NATIONAL PROVISIONER up to date, in which can be filed later data as it appears.

If you want this binder and its contents, fill out the following coupon, and send it with \$1.00 to The National Provisioner, 407 So. Dearborn St., Chicago, Ill.

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Street.....

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## New Trade Literature

**Tripe Scalding and Scraper (NL213).**—A two-colored folder which illustrates, describes and gives specifications of three sizes of scalders and scrapers for cleaning tripe and similar products. Methods of using the machines to prepare tripe are given. — Allbright-Nell Co.

**Truck Refrigeration (NL218).**—With hot weather arriving packers and sausage manufacturers will be giving more attention to maintaining products in prime condition during distribution and delivery. This two-color folder lists the advantages of Kold-Hold cooling units for this work, and illustrates many food trucks in which they are in successful operation. — Kold-Hold Mfg. Co.

**Sausage Machinery (NL216).**—Packers and sausage manufacturers planning to rehabilitate sausage departments or add new equipment before the busy summer season will be interested in this folder illustrating and describing stuffers, mixers, silent cutters, etc. — John E. Smith Sons Co.

**Thermometers (NL212).**—An 88-page catalog, printed in the form of an engineering reference book, timely and useful information on the theory and practice of modern-day thermometry. Liquid-filled, vapor-tension and gas-filled recording, indicating and controlling thermometers are considered. — The Bristol Co.

**Stackers and Portable Elevators (NL214).**—Stackers and portable elevators, both hand and power hoist, for stacking and piling cases, crates, barrels, cartons, boxes, etc., from floor to ceiling so as to conserve storage space, is the subject of this new folder. — Lewis-Shepard Co.

**Conveyors (NL209).**—Packers planning to reduce handling expenses and speed up transportation of product will find ideas and suggestions in this 24-page illustrated booklet. Conveyors of many types for moving products and materials in vertical and horizontal planes are described and shown in use. — The Lamson Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

Editor THE NATIONAL PROVISIONER:

Please send, without obligation, publications listed below. (Give key number only):

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If  
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have not

tried these

casings let us

fill your trial order.

They meet every require-

ment of the sausage manu-

facturer as to strength, visibility,

capacity, etc. They are strictly Kosher.

Made in sizes from 1 $\frac{5}{8}$  to 4 $\frac{1}{2}$  inches.

Transparent artificial sausage

casings for sausages and

ready-to-serve meats

of all kinds printed

with brand

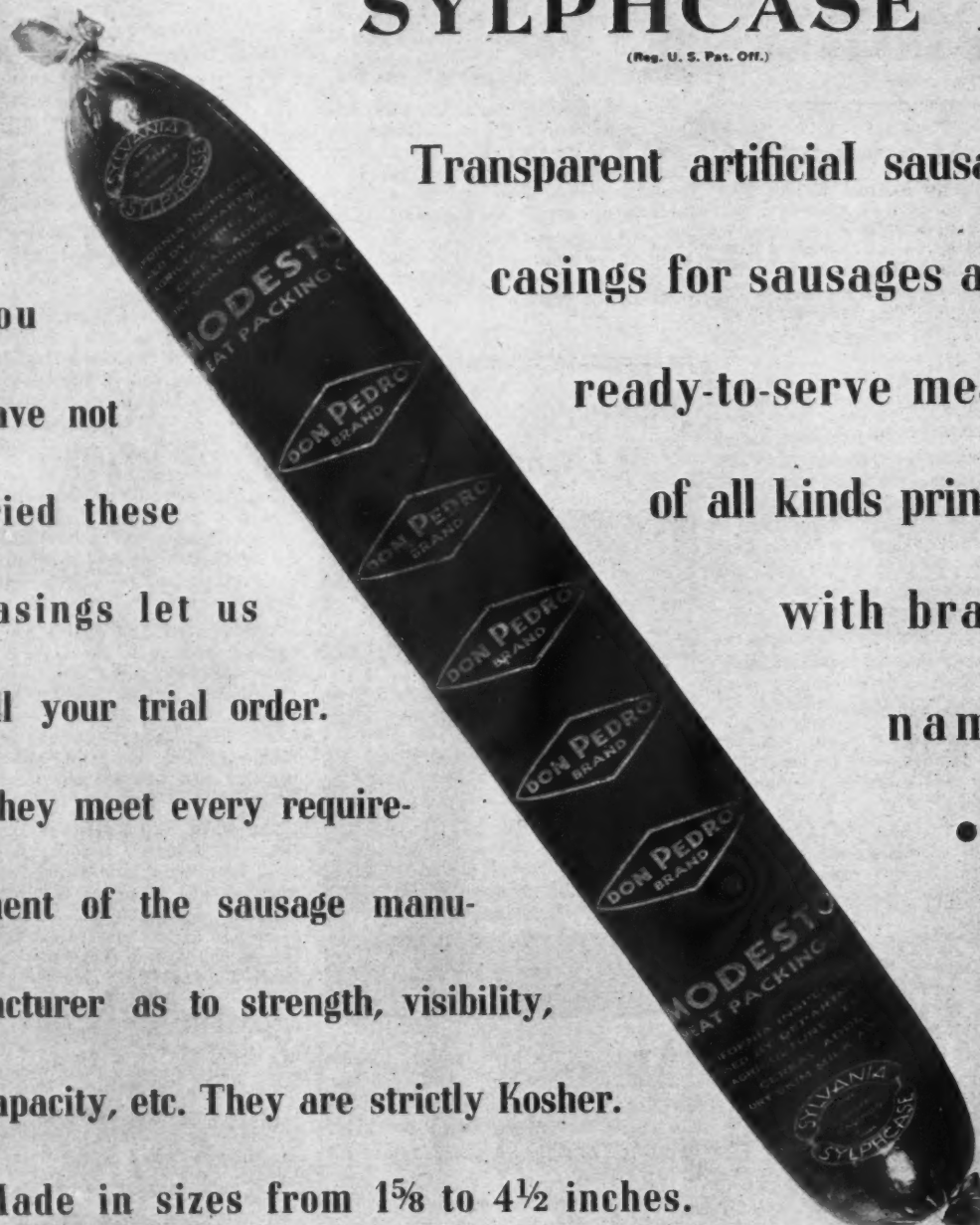
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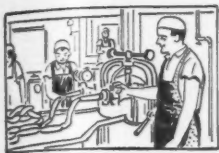
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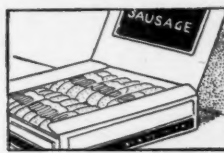






*A Page  
for the*

# SAUSAGE *Manufacturer*



## Sell More SAUSAGE

### Use New Ingredients to Give Products Fresh Sales Appeal

HOUSEWIVES respond readily to new and convincing appeals in packer advertising to build good will and demand.

This is not news to packers and meat merchandisers who have been identified with well-planned meat advertising campaigns. It has been demonstrated anew in a number of outstanding instances recently.

The K and B Provision Co., Denver, Colo., increased sales of pork sausage 250 per cent during the first week of its newspaper and radio campaign to build consumer demand for this product.

Houston Packing Co., Houston, Tex., has undertaken an 8-weeks advertising campaign, supplemented with point-of-sale advertising, in newspapers in large cities in its sales territory.

### Meat Loaf Sales Increased

A week's advertising campaign on liver loaf by Abraham Bros. Packing Co., Memphis, Tenn., resulted in sales of 10 times the average weekly volume. Where they had been selling around 100 loaves a week, sales jumped to 1,050 loaves the first week after the advertising started.

In these cases—and others where outstanding advertising results have been secured—announcement of the use of Angostura bitters in the formulas furnished the appeal that attracted attention, aroused interest and influenced housewives to purchase. Being familiar with this product and its ability to improve foods and beverages, through its use in their homes, they accept without question statements of its appetite appeal and digestive aid when added to prepared meats.

Thus Angostura supplied the peg on which packers were able to hang ex-

ceptionally interesting and convincing newspaper and radio advertising. Initial purchases of advertised products followed. It was up to the packer after that to keep housewives coming back for more by producing an unvarying standard of quality—that same quality to which consumers were introduced through advertising.

### Other Sausage Products Featured

The advertising campaign of the Abraham Bros. Packing Co. contemplates special drives on other Abros brand products to which Angostura has been added, including wieners, franks, bologna, salami, Spanish loaf, Italian loaf and others. The Angostura-Wuppermann Co., American distributors of Angostura, is cooperating in placing this advertising. Store displays, window streamers and other point-of-sale advertising will be used.

During the second week of the campaign a combination package of 1 lb. of Ambros Angostura frankfurters and a jar of mustard was advertised. The co-operation of all chain and independent stores in Memphis was secured to feature the package. Again newspapers and store advertising were used. Close to 10,000 lbs. of frankfurters were disposed of during the drive.

Previous to announcing Angostura meat products George G. Abraham, sales manager, supplied all salesmen with information on Angostura meat products, stressing particularly intriguing flavor and easy digestibility. The new and convincing sales appeal this product gives will enable the company

to make 1936 its biggest quality sausage year, he predicts.

### INCREASING EYE APPEAL

Red and white string is being used by sausage manufacturers in the Chicago territory to tie larger sausages. The effect is much more attractive than when white string is used, the red giving sufficient added emphasis to attract the eye and to make the products stand out conspicuously in retailers' showcases. Material increase in sales is reported to have followed.

Increasing eye and sales appeal of a product does not always involve any considerable increase in product costs. Sometimes a departure from the conventional method of offering product for sale is sufficient to get enough increased consumer attention to make the change worth while. A touch of color where none was used formerly may catch the eye.

As an experiment a sausage manufacturer attached to each large sausage a bow of colored transparent cellulose ribbon. Consumer reaction was very favorable, and sales of the decorated products increased considerably. Tests are now being made to determine which color gets most attention.

A parchment band printed in colors and applied to various sausage products had much the same effect as the colored transparent cellulose bow. Small colored seals increased eye appeal and sales.

### AN APPETITE TEASER.

Quality frankfurters, in which Angostura was used to accentuate flavor, form the center of this appetizing meat service. Frankfurters are given a generous covering of mustard, a slice of onion placed on top of each, and the combination put on the broiler. This makes an unusual meat service for the regular meal, bridge luncheon or midnight supper. Its quick preparation appeals to the housewife as the warm season approaches.

(Photo New York Herald-Tribune.)



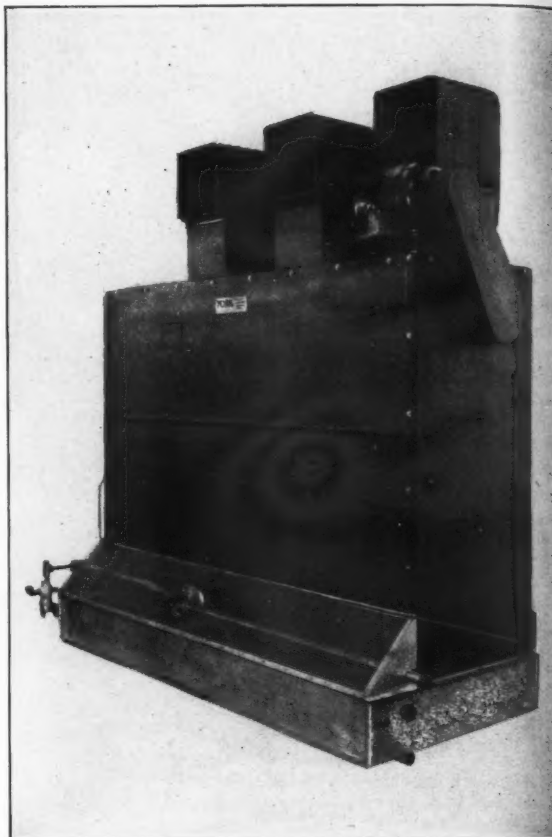
# This YORK "Economizer"

**Gives You about 99 Times  
more work from Every  
Gallon of Condensing Water**

Here's how this complete self-contained, combined forced-draft cooling tower and refrigerant condenser does that.

It uses, *and re-uses*, the original gallonage of water needed for its operation and doesn't empty a single gallon of it into the sewer. However there is a 1% depletion caused by normal evaporation. This is automatically replaced at the intake. Thus, with this York "Economizer," you get about 99 times your money's worth out of every gallon of water you buy for it.

And think how its re-use of water banishes drainage and city sewer problems, too. On that score alone, it



is an excellent investment. And, when you realize that it *also* saves you about 97% of the normal amount of power used for pumping, you'll want to follow other leading packers and have a York Economizer installed in *your* plant. It can be placed outdoors, or in ventilated space using discharge duct to outside for rejection of condenser air.

*For all Your Air Conditioning or Refrigeration Needs . . . call on York*  
**Headquarters for Mechanical Cooling**

This York Economizer typifies the basic help that York, as "Headquarters for Mechanical Cooling" offers you. At York, air conditioning and refrigeration are considered as industrial "tools." Every piece of York equipment is engineered from a *practical use* standpoint. It is designed to fit, and make more profitable, process work throughout the industries that employ it.

And York thoroughness extends to service, too. For through Headquarters Branches located in every important center of demand York provides, at your elbow, trained engineers who can advise, plan and install the York equipment you need.

YORK ICE MACHINERY CORPORATION, YORK, PENNSYLVANIA  
HEADQUARTERS BRANCHES THROUGHOUT THE WORLD



*Commercial and Industrial Air Conditioning . . . Commercial, Industrial and Institutional Refrigeration*

# YORK



# REFRIGERATION and Air Conditioning



## Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

### COMPRESSOR DRIVE

When is it economical to use a steam engine to drive the ammonia compressor? A sausage manufacturer planning installation of a new compressor asks this question. He writes:

Editor THE NATIONAL PROVISIONER:

We are planning to install a new 15-ton compressor, and have been advised to drive this with a steam engine.

We are reluctant to do this, inasmuch as all

ammonia compressor at a very small cost, particularly if he has a use for all of the exhaust steam.

The reason for this has been explained many times by THE NATIONAL PROVISIONER. Steam at 80 lbs. pressure has a temperature of approximately 324 degs. Steam at 5 lbs. pressure has a temperature of about 228 degs. For all practical purposes steam from the exhaust of an engine is just as valuable for processing purposes as steam at the same pressure secured through a reducing valve, provided that in the former case oil is removed from the steam.

When steam is put through a reducing valve and the pressure is reduced

amount of power generated and power becomes a by-product of the processing steam demand. Very often under these circumstances the cost of power is represented only by the fixed charges on the power generating equipment. In any event a material saving is made in power costs.

To drive a 15-ton compressor, a steam engine with a rating of about 25 h.p. will be required. This will use somewhere in the neighborhood of 750 lbs. of steam per hour which will be available for process work. If the quantity of processing steam used in the plant is more than an engine would use in driving the compressor, the matter of engine efficiency is not a factor. On the other hand, engine efficiency is of considerable importance if the amount of steam required for processing is not large.

If a steam engine is used to drive this compressor piping should be hooked up on the general plan shown in the accompanying illustration. With this arrangement any excess of exhaust steam above that required for processing, water heating, etc., is automatically vented to atmosphere. Any deficiency of steam for processing is automatically provided from the high pressure steam line through a reducing valve.

### REFRIGERATION NOTES

Lebach Cold Storage Co., Brooks, Ore., is constructing a cold storage plant to cost \$60,000, including equipment.

Bailey & Wilson have engaged in meat and cold storage business at Kennewick, Wash.

John Rauch, meat dealer, Waterville, Wash., will install a cold storage locker plant.

Union Pacific Cold Storage plant at Seattle, Wash., has been leased by Marlyn Fish Co. of Ketchikan, Alaska, for use as distributing center.

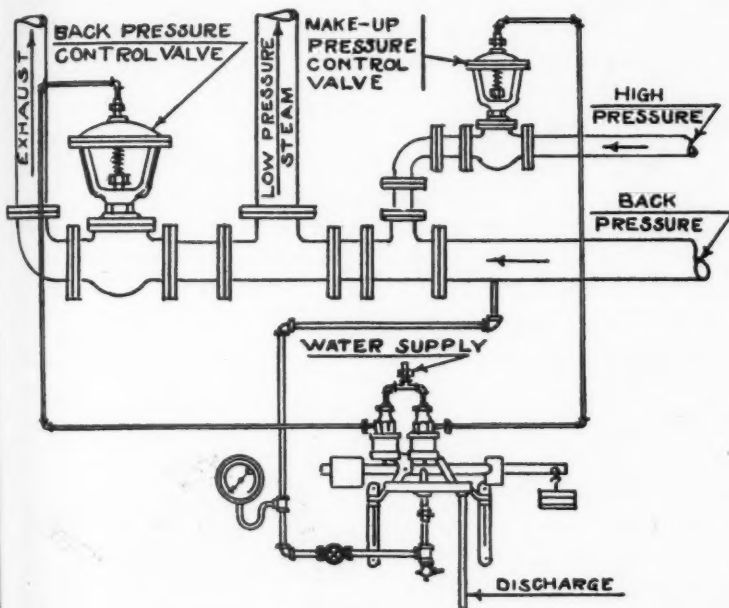
Wayne Artificial Ice & Cold Storage Co., Wayne, Nebr., has been incorporated for \$40,000 by R. J. Kingston, Floyd H. Kingston, J. R. Kingston.

Cold storage and ice plant is being planned at Sacramento, Calif., by G. B. McDougall.

New building is being erected by Farmer's Union Oil & Supply Co., Coeur d'Alene, Ida., to be used for a cold storage locker plant.

Dr. J. L. Brooks has completed plans for the erection of a modern ice and cold storage plant at Tifton, Ga.

Kingston Cold Storage Co., Kingston,



### EXHAUST AND LIVE STEAM HOOK-UP.

Piping is arranged so that exhaust steam from engine driving ammonia compressor is sent to the low pressure processing lines. If quantity of exhaust steam exceeds processing demands, excess is vented to atmosphere. When quantity of exhaust steam is not sufficient for processing, deficiency is made up from high pressure steam line.

the other equipment in the plant is driven by motors with electricity purchased from the local power company. We are told that if we drive this new compressor with a steam engine, costs of power will be much less than with a motor. Is this true?

We make steam at 80 lbs. pressure in a horizontal return tubular boiler. This is reduced to 5 lbs. for building, water and smokehouse heating, cooking, etc.

By using a steam engine this sausage manufacturer can operate his new

to 5 lbs. no useful work is done. But when a steam engine is used in place of a reducing valve the drop in pressure from 80 to 5 lbs. (exhaust pressure) which occurs does useful work driving the ammonia compressor.

Whether a reducing valve or an engine is used, steam at a pressure suitable for processing is secured. But when the steam engine is installed there is a gain represented by the



**SHEFFIELD**  
for good steel

**STERLING**  
for good silver

**DRY-ZERO**  
**INSULATION**  
for good insulation

*You can trust these names. Time has proved that they mean definite standards of quality...*

**Q**UALITY is not an intangible. Actually it consists of definite elements that you can measure and test, elements that you can see, hear, taste and feel. Some qualities are easily perceived, such as the color of a painting, the music of an orchestra, the taste of an apple or the feel of fine silk.

But many times the elements that go to make up quality are hidden deep within the product. It is for this reason that NAMES have become established as marks of quality. When these particular names appear on a product you feel reassured. They are the tangible marks or identifications of hidden elements that you cannot readily measure or test. You accept these names as sufficient proof of quality.

• • •  
QUALITY may be claimed by the maker, but it is attested by others. Since it was introduced in 1921 Dry-Zero Insulation has had its quality endorsed repeatedly by people who know, by engineers, body builders and operators.

That is why Dry-Zero Insulation is accepted as a standard of truck

body insulation. Its inherent qualities have been attested by those who are in a position to know through the long experience of use what insulation quality must be.

Because Dry-Zero Insulation has been measured and tested many times by independent engineers and laboratories you can be sure of the high degree of the three primary requirements for truck body insulation—Efficiency, Permanence and Lightness.

Engineers and laboratories have placed a rating of .24 B.t.u. on Dry-Zero Insulation, the best rating of any commercial insulant.

This efficiency is permanent. It lasts for the full life of your truck.

**DRY-ZERO**  
**INSULATION**  
*The Most Efficient  
Commercial Insulant Known*

Dry-Zero Insulation does not settle or rot, is not affected by molds, never absorbs odors, never breaks up or disintegrates.

Neither do you pay for excessive dead-weight. Dry-Zero Insulation weighs only 2 oz. per board foot. This means both a saving in dead-weight and additional payload capacity.

Find out for yourself the possible saving by using Dry-Zero Insulation in your trucks, operated at either refrigerated or normal temperatures. Ask your body builder. Or write to us for a complete report, giving the size of your truck body, the merchandise to be carried and the required temperature.

**DRY-ZERO CORPORATION**  
222 North Bank Drive, Chicago  
687 Broadview Avenue, Toronto



**TEXAS HEAT.** This 5 ton capacity semi-trailer runs on a Texas route where temperatures run up to 110 F. Dry-Zero Insulation used in roof, sides and ends; cork used in floor. Operated by Southern Motor Lines, Houston, Texas. Built by Alex. Feigelson Company, Beaumont.

- Insulation rating .24 B. t. u.
- Gives maximum insulation
- Saves refrigeration costs
- Weighs only 2 oz. per board foot
- Saves dead-weight
- Increases payload capacity
- Immune from rot
- Does not settle or disintegrate
- Never molds or develops odors
- Gives permanent protection

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# MASTERCRAFT TRUCK BODY

One of many styles built by us to individual specifications on a mass production plan. Result—Custom Truck Bodies for your needs at standard prices.

LUCE MFG. CO., Lansing, Mich.

Ont., Canada, recently purchased 4-ton refrigerating machine.

Polar Ice & Cold Storage plant, Rocky Ford, Colo., operated by H. T. Walker, has replaced steam power with electric power.

Tampa Cold Storage & Warehouse Corp., Tampa, Fla., has increased its facilities through leasing building formerly occupied by Tampa Hardware Co., Morgan and Polk sts.

## PERISHABLE FREIGHT HEARINGS

Among subjects to be given consideration by the National Perishable Freight Committee at a shippers' public hearing to be held at committee headquarters, room 308, Union Station bldg., Chicago, Ill., on May 19, commencing at 10 a.m., Eastern standard time, are:

Manipulating vents on shipments transported under carriers' protective service against cold; change from ventilation to heater service; handling cars with stoves or heaters, installed by shippers when moving under shippers' protective service against cold; protective service against cold at hold points and destination on perishable freight; shippers' instructions; application of provisions in section No. 6 to shipments moving under Rules Nos.

610 and 630; pre-iced car loaded with perishable freight cooled in car at point of origin or cooled in transit by shipper; furnishing icing service at destination on shipments moving under ventilation; transporting pre-iced shipments cooled by shipper at point of origin; change from refrigeration to heater service.

## FINANCIAL NOTES

Loblaws Groceries has declared quarterly dividends of 25 cents on A and B stocks, payable June 1, to stockholders of record on May 12.

Abattoir of the city of Charleston, So. Car., reports net profits of \$7,930 for 1935, or a return of 8.4 per cent on investment.

## PACKER CREDIT MEN TO MEET

Meat packing will be among the industries represented at the sixth annual credit congress, to be held in conjunction with the annual convention of the National Association of Credit Men at Richmond, Va., June 8 to 12. In the congress, credit executives of packing companies will meet for mutual consideration of the industry's particular credit problems.

## PACKER AND FOOD STOCKS

Price ranges of listed stocks, May 6, 1936, or nearest previous date:

	Sales	High.	Low.	—Close—
Week ended	May 6.	May 6.	May 6.	May 6.
Amal. Leather.	800	3	2%	3%
Do. Pfd.	100	34 1/2	34 1/2	34 1/2
Amer. H. & L.	3,000	6%	6%	6%
Do. Pfd.	300	38	38	37 1/2
Amer. Stores	1,100	28%	28%	28 1/2
Armour Ill.	16,250	5 1/4	5	4 3/4
Do. Pfd.	900	72%	72%	70
Do. Del. Pfd.	100	106 1/2	106 1/2	107 1/2
Beechnut Pack.	200	80 1/2	80 1/2	80 1/2
Bohac, H. O.	25	7%	7%	7%
Do. Pfd.	80	37	37	41
Chick. Co. Oil.	700	24%	24%	24 1/2
Childs Co.	2,900	8	8	7 1/2
Cudahy Pack.	400	38%	38%	38%
First Nat. Strs.	2,500	41	41	40 1/2
Gen. Foods	19,700	38%	38%	38%
Gobel Co.	4,000	5 1/4	4%	4%
Gr.A.&P. 1st Pfd.	240	113 1/2	113	127 1/2
Do. New	100	127	127	113
Hormel, G. A.	60	18	18	18
Hygrade Food.	3,400	4%	4%	4%
Kroger G. & B.	5,300	23 1/4	22%	22 1/2
Libby McNeill.	2,400	8	8	7%
Mickelberry Co.	170	2%	2%	2%
M. & H. Pfd.	170	6%	6%	6%
Morrell & Co.	100	45 1/2	45 1/2	45%
Nat. Leather.	1,400	1 1/2	1 1/2	1 1/2
Nat. Tea	2,200	9	8%	8%
Proc. & Gamb.	5,100	42 1/2	42 1/2	42 1/2
Do. Tr. Pfd.	60	118 1/2	118 1/2	118 1/2
Rath Pack.	...	...	...	25
Safeway Strs.	3,700	31%	31%	31%
Do. 6% Pfd.	30	110	110	110
Do. 7% Pfd.	40	112 1/2	112 1/2	112 1/2
Stahl Meyer	...	...	...	2%
Swift & Co.	10,700	21 1/2	21 1/2	20%
Do. Intl.	3,900	29 1/2	29 1/2	29 1/2
U. S. Leather.	400	6%	6%	6%
Do. A.	1,700	12%	12%	11%
Do. Pr. Pfd.	500	82 1/2	82 1/2	84
Wesson Oil	2,300	35%	35%	35 1/2
Do. Pfd.	200	81	81	80%
Wilson & Co.	12,500	8 1/4	8 1/4	7%
Do. Pfd.	700	77	77	72 1/2

\*Or last previous date.

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Steam...Power...Water...  
Refrigeration...Air Conditioning  
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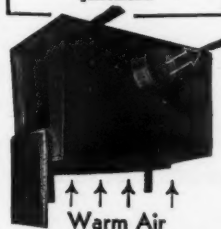
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**THEURER  
ICEFIN**  
Refrigeration

Made in Four Sizes  
to Meet Your Re-  
quirement.



## The Modern COMMERCIAL BODY COOLING UNIT

Used by Leading Packers  
for Route Deliveries

Now in Third Year

**THEURER  
WAGON WORKS, INC.**  
INSULATED—REFRIGERATED  
COMMERCIAL BODIES

New York City North Bergen, N. J.

*Every* **FOOD PROCESSING  
PLANT SHOULD HAVE  
THIS BULLETIN!**



*Write for your copy today!*

What pump principle prevents churning as liquids go through the pump? What makes pump vibration, and what kind of construction prevents slap-and-hammer pounding of liquids? How can internal wear be kept at a minimum?

The answers to these and many other questions are given in a special booklet which we have developed especially for users of sanitary pumps for food products handling. You should have a copy before you buy any kind of pump. Address Department H651, Fairbanks, Morse & Co., 900 S. Wabash Avenue, Chicago, Ill. 34 branches at your service throughout the United States.

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**106**  
YEARS OF  
PRECISION  
MANUFACTURING

**FAIRBANKS - MORSE**  
*Pumps*

POWER PUMPING AND WEIGHING EQUIPMENT

# VILTER MONO UNIT



## AIR CONDITIONERS

are simple, efficient, and economical. The Vilter Mono-Unit of Air Conditioning commands itself to anyone who has the problem of meeting this modern need.

Vilter Mono-Unit can be installed at a justifiable cost in already existing buildings.

The Vilter Mono-Unit is especially engineered to the individual requirements of any type of application, and can be installed at astonishingly low cost, even in small space. Readily adaptable to automatic control.

*F. H. A. Plans Available. Write for details.*

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"SINCE 1887"

**MANUFACTURING COMPANY**  
2118 South First Street  
MILWAUKEE, WISCONSIN

REPRESENTATIVES IN PRINCIPAL CITIES

## "C-B" Cold Storage Door

*The Better Door  
That Costs No More*



New "C-B" Track Door

The "C-B" Track Door is the only cold storage door having the new "C-B" Track Door Operating Device (patent pending), the biggest improvement for twenty-five years in Cold Storage Doors.

Heavier "C-B" hinges and the new "C-B" fastener, which were especially designed for Cold Storage Door use, are also new and exclusive improvements found only in use on "C-B" Cold Storage Doors.

Write for the "C-B" Cold Storage Door catalog. Get full and complete information.

**The Cincinnati Butchers' Supply Corporation**  
824 Exchange Ave., U. S. Yards 1972-2008 Central Ave.,  
CHICAGO, ILL. CINCINNATI, OHIO



# BUSINESS... and GOVERNMENT

● News of governmental activities under the New Deal as they affect business and industry — especially the meat packing and allied industries.

## BILL TO LICENSE PACKERS

Hearings in the House on the Murphy bill, which would put packers under license from the Secretary of Agriculture, will begin on May 13. The measure passed the Senate last month as a surprise substitute for the Capper bill to regulate direct marketing. There was believed to be little possibility of early action by the House, but the legislation has been revived, with some groups pressing it for consideration.

Under the Murphy bill the Secretary of Agriculture, acting by authority of the packer and stockyards act, could prohibit any packer operating any plant for slaughtering livestock unless he had registered and posted bond with the Secretary, who would be given discretionary power to prescribe regulations covering such action.

The Secretary would be given sweeping power to examine books of packers and issue rules under which they would be kept. Violations of these and other provisions would make the packer liable to fines ranging from \$500 to \$10,000, and imprisonment of not more than 5 years.

## BILL TO CONTROL BUSINESS

Powers granted to the Federal Trade Commission in the Wheeler bill, which was passed by the Senate this week, may be only minor or may constitute unlimited control over business. The measure would amend existing trade practice laws by outlawing unfair or deceptive acts and practices in commerce. The bill now goes to the House with fair chances for enactment there, according to Washington reports.

The present law has been interpreted to cover only unfair methods of competition. The Wheeler bill would give the commission power to begin investigations on its own initiative or on direction of Congress or the president. The commission could inspect and copy documents and subpoena witnesses under its provisions.

Senator Burton K. Wheeler, Montana, says the bill would give the commission the right to stop exploitation or deception of the public, even though competitors of the defendant were entitled to no protection because of engaging in similar practices. He says the amendment would also apply to advertising which was misleading and dangerous to the public.

The amendment is in general language. There is no definition of "unfair or deceptive acts or practices" in the bill nor does the phrase have a recognized legal meaning as does "unfair methods of competition." It may enable the commission to crusade against all sorts of business practices it considers unfair to the general public.

## TABLE WAGE AND HOUR BILL

Walsh-Healey bill to make firms from which the government buys goods observe certain wage and hour standards, has been tabled by the House judiciary committee. The committee's action means that the bill, which has already passed the Senate, will not reach the floor of the House this session. When the measure came to the House it applied to sub-contractors as well as direct contractors with the government. The House sub-committee eliminated some of these requirements before the bill was tabled.

## HUBBARD IN NEW PLANT

New plant of the J. W. Hubbard Co., Red Wing, Minn., has been placed in operation. As at Chicago, a complete line of beef, calf, hog and sheep slaughtering and processing equipment, melters, presses, casing cleaning machinery, etc., is being produced. The company advises it is prepared to furnish all

equipment used in a meat packing plant.

In deciding on a new location in which to build a plant for manufacturing Velvet Drive packinghouse equipment, president J. W. Hubbard says months were spent in investigating locations and checking taxes, freight rates, labor conditions and raw material supply. Red Wing was finally selected because of the very economical manufacturing conditions and no disadvantages to buyers of equipment, wherever located. The same organization—president, superintendent, engineers and trained mechanics—that functioned so efficiently in Chicago is with the company in its new home.

The new plant is an arrangement of twin buildings, adjoining, with cupolas in both, making convenient the operation of a traveling crane, so necessary in the manufacture of heavy machinery. The buildings are located on a siding of the Milwaukee railroad and on the bank of the Mississippi river, where barge service is available.

In one of the buildings manufacturing operations will be carried on. A line production is arranged for the manufacture of heavy machinery, and another line for the production of sheet metal products. Trucks operating on small rails carry the manufactured product into the adjoining building, where the assembling is done and where the siding from the railroad enters. Red Wing is only a short distance from the twin cities of Minneapolis and St. Paul, where complete stocks of all raw materials used in the production of packinghouse machinery and equipment are carried. Surrounding the plant is company-owned property sufficient to increase the plant four times.

The company's new catalog will soon be ready for distribution, it is announced.

A good man may meet a good job through the "Classified" pages of THE NATIONAL PROVISIONER.

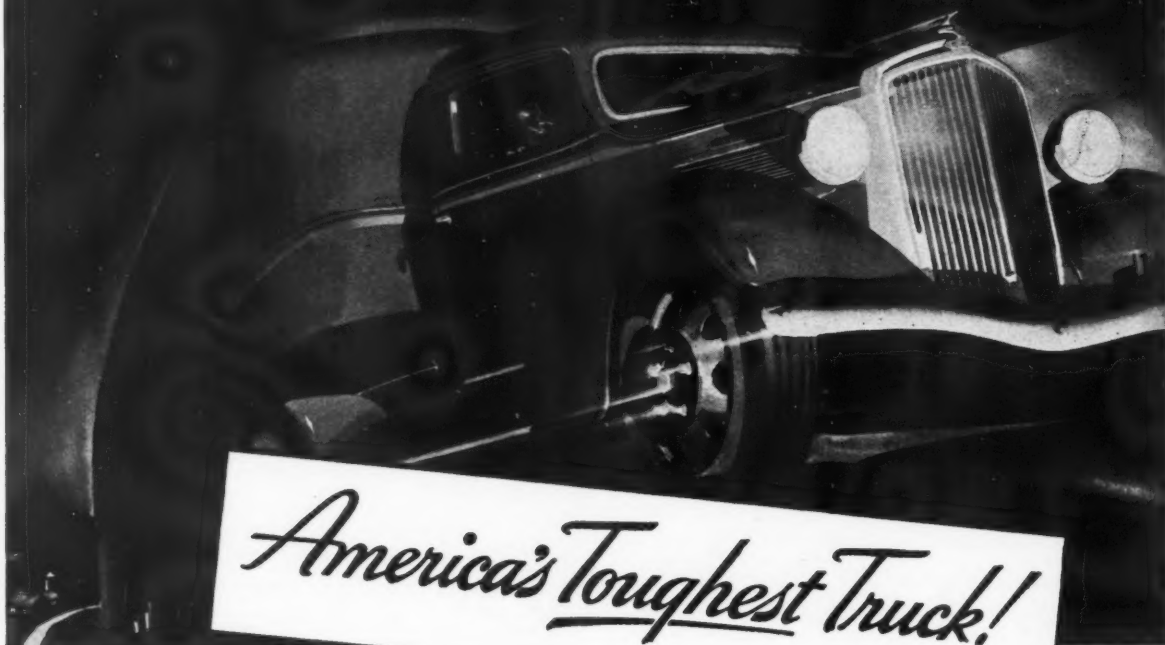


## NEW HOME OF VELVET DRIVE PACKINGHOUSE EQUIPMENT.

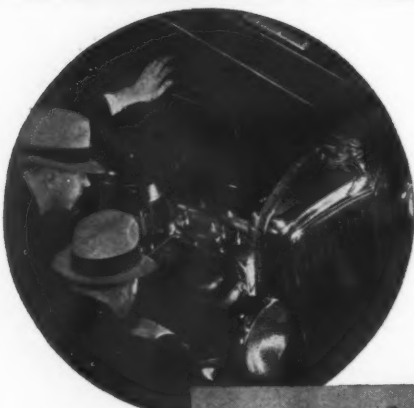
Plant of the J. W. Hubbard Co., Red Wing, Minn., contains double the floor space of the former Chicago plant, and is equipped for economical production. The company continues to manufacture a complete line of machinery for the meat plant.

# FULL TIME ON THE JOB

*- more profitable ton miles*



*America's Toughest Truck!*



Reo Gold Crown and Silver Crown engines are built for trucks. They have pulling power, extra stamina and great flexibility. And they set new records for economy.



Optional (at slight extra cost) is the Reo Two Speed Axle Unit—a money-saver. In combination with the Reo 4-Speed Transmission, driver has 8 speeds at his control!

**T**OUGH trucks make money—and that's the sort of trucks Reo builds! Trucks that are everlastingly on the job, piling up trouble-free mileage—safe, fast trucks that make more trips per day, more profitable ton miles every month!

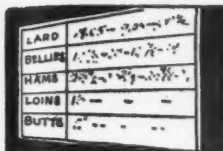
Our engineers designed these new 1936 Reos to "take it" in any going. Built the bulldog chassis to handle peak loads. Improved the famous Reo truck engines—made them "power giants" and "fuel misers". Then styled these new Reos in attractive streamline beauty that is both practical and inexpensive to maintain.

Compare these tough new Reos with other trucks—point for point and dollar value for dollar value. Satisfy yourself that the 1936 models are the most economical, long-lived trucks Reo ever built. Ask your Reo dealer about Reo's Performance Guarantee and Ability Rating Plate which tells you exactly what your truck will do—makes it easy to check the *extra quality* built into every Reo truck.

Reo Speedwagons and Trucks range from  $\frac{1}{2}$  to 4-6 tons. Prices from \$445 up, chassis f. o. b. Lansing, plus tax.  $\frac{1}{2}$ -Ton Chassis f. o. b. Lansing, plus tax.

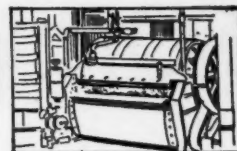
**\$445\***  
AND UP

## REO SPEEDWAGONS AND TRUCKS



# Provisions and Lard

## Weekly Market Review



### Provision Markets at Lower Levels — Selling on Prospects of Increasing Hog Run — Corn-Hog Ratio Favorable to Feeding — Hog Receipts and Weights Increase — Lard Stocks Heavier.

HOG products showed little change from conditions prevailing of late, the market establishing lower levels for October over new season's low, under additional liquidation commission house and packinghouse selling and the feeling that the influence of a comparatively liberal hog run would lower hog prices. Easiness in grains and increasing stocks of lard and meats also affected the market. Bearish hog news was the chief depressing factor.

Notwithstanding recent declines in hog prices the country continues to sell liberally and the corn-hog ratio remains favorable toward feeding operations.

Stop-loss orders were caught in futures at times, while warehouse interests sold futures reportedly against purchases of loose lard.

Cash demand was fairly good, but the trade continues fearful of continued liberal hog arrivals and steadily increasing stocks.

Lard stocks at Western packing points last month indicate 2,354,590 lbs., totalling 46,075,000 lbs., against 43,721,000 lbs. for the previous month, and 67,175,000 lbs. at the end of April last year.

Receipts of hogs at Western packing points last week totaled 272,600 lbs. against 235,000 lbs. for the same week last year.

Average weight of hogs at Chicago last week was 250 lbs.; a year ago, 244 lbs.

Average hog price at Chicago at the outset of the week was \$10.15, previous week, \$10.45; a year ago \$8.85. Top hogs at midweek were \$10.35; previous week, \$10.55.

PORK—At New York: Mess, \$31.25; family, \$31.37; fat backs, \$20.75@25.75.

LARD—At New York: Prime western, \$11.00@11.10; middle western, \$10.90@11.00; city, tierces, 10½c; tubs, 11¼c; refined Continent, 11½c; South America, 11½c; Brazil kegs, 11½c; compound, cars, 11¼c; smaller lots, 11½c; Chicago regular lard, round lots, 2½c over May; loose, 60c under May; leaf, 57½c under May.

BEEF—New York, mess and packer, nominal; family, \$18.50@19.50.

(See page 40 for later markets.)

### MORE AND HEAVIER HOGS

Hog receipts during April at the eleven principal markets of the country totaled 1,000,000 head, approximately 27,000 more than were received in the same month a year ago. During the first four months of the year receipts at these markets totaled 4,692,000 head which was 245,000 more than came in the like period of 1935. With this exception, receipts for the period were the smallest in many years.

At Chicago, April receipts at 265,595 were some 10,000 smaller than in the same month of 1935. However, the average weight for the month was the heaviest since last September and was equal to the heaviest of record for this time of year. The average was 250 lbs., compared with 241 lbs. a year ago and 229 lbs. in April, 1934.

Top price for the month was \$11.00 and the average price \$10.55. This compares with a top of \$9.40 and an aver-

age of \$9.00 in 1935, and with a top of \$4.40 and an average of \$3.90 for the month in 1934. Both top and average were the highest since April, 1929, when top was \$12.15 and average \$11.50.

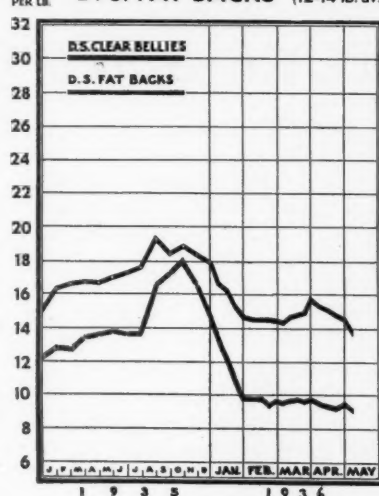
### MEAT AND LARD STOCKS

Stocks of meat and lard on hand on May 1 at the seven principal markets of the country showed little change from those of April 1, except for an actual increase in dry salt meats and lard. In most instances, stocks are well under those of a year ago, when supplies on hand were very small.

Both dry salt and pickled bellies showed an accumulation for the month, while ham, picnic and fat back stocks declined slightly. Larger supplies at present high prices proved to be an adverse influence. At the same time weather conditions in the South slowed up spring activities and the accompanying purchases of meat and lard.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, April 30, 1936, with comparisons, as especially compiled by THE NATIONAL PROVISIONER:

### D. S. CLEAR BELLIES (20-25 lb. av.) & D. S. FAT BACKS (12-14 lb. av.)



Prices of both dry salt bellies and dry salt fat backs are much lower than those of a year ago. Throughout 1936 to date, average prices for these products are well under the prevailing 1935 trend. Further weakness has been evident in recent weeks, in spite of the fact that up to the current week hog prices have held at uniformly high levels.

This chart, which is part of THE NATIONAL PROVISIONER DAILY MARKET SERVICE SERIES, shows price trends for these products during 1935 and 1936 to date.

	Apr. '30, '36	Mar. '31, '36	Apr. '30, '35
Total S.P. meats...	105,496,756	105,589,188	144,710,404
Total D.S. meats...	32,815,003	32,059,135	26,456,113
Other cut meats...	10,264,542	10,505,292	13,781,444
Total all meats...	148,576,301	148,153,615	184,947,961
P.S. lard .....	35,811,919	34,931,196	51,910,285
Other lard .....	10,269,294	8,789,427	15,264,846
Total lard .....	46,075,213	43,720,623	67,175,131
S.P. regular hams...	23,735,253	24,495,398	43,111,752
S.P. skinned hams...	35,351,245	35,985,565	48,260,670
S.P. bellies .....	37,076,531	35,568,205	45,113,976
S.P. picnics .....	9,206,527	9,408,880	10,074,391
D.S. bellies .....	21,547,729	19,869,847	15,756,814
D.S. fat, backs...	10,592,234	11,450,596	10,133,952

### PIG CROP UP 25 PER CENT

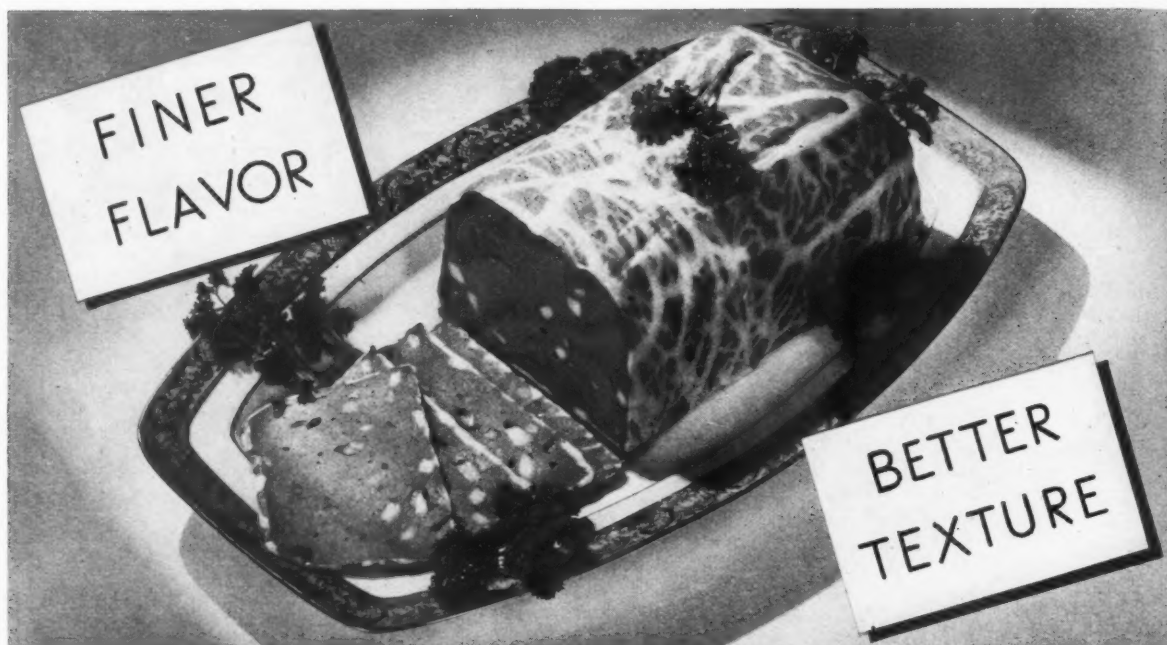
A 25 per cent increase in this year's spring pig crop over that of 1935 is indicated by returns of a thousand correspondents to Nat C. Murray, well-known commercial statistician of Chicago. The total crop is placed at around 37,900,000 head, against 30,400,000 in 1935. The Murray report would make the crop slightly in excess of estimates of 37,320,000 made by THE NATIONAL PROVISIONER last December.

An increase of 25 per cent is reported for the spring pig crop in Iowa; Nebraska, 63 per cent; Illinois, 11 per cent; Minnesota, 39 per cent; Missouri, 7 per cent; Wisconsin, 28 per cent; South Dakota, 99 per cent and Kansas, 15 per cent. Other sources report that spring farrowings were not altogether satisfactory in some localities because of adverse weather conditions.



# FOR FINER MEAT LOAVES

*you need these advantages*



## SAUSATONE GIVES BOTH!

SAUSATONE is an entirely different type of sausage flour. For this reason it gives an entirely different kind of results when used in meat loaves!

First—it has a natural meat flavor that permits its use without detracting from the natural fine flavor of the meat ingredients. Second—it has tremendous binding qualities that insure a firm, solid, well-textured loaf with excellent slicing properties. Third—the powerful moisture-absorbing qualities of SAUSATONE insures profitable yields that pay its cost many times.

Any one of these advantages is sufficient reason for using SAUSATONE. Together they can't be beaten! The use of SAUSATONE in meat loaves is a guarantee of higher quality, finer flavor and appearance and increased yields. No excessive cost—SAUSATONE pays for itself.

We urge you to try SAUSATONE—now! We will gladly furnish generous test samples and complete details, without obligation. Remember—no change in your present process or formula is necessary to use SAUSATONE! Write!

### SHELLABARGER *Products for the Packer*

**SAUSATONE**—The Perfect Sausage Binder Flour, Extra High Absorption, high protein, holds the color, less shrink.

**SPECIAL X FLOUR**—A wonderful flour for use in Sausage, loaves, etc., low fat, High protein, Low Fiber, Very Soluble.

**SWEETONE FLOUR**—A Binder flour of slightly less protein and slightly higher fiber content, good for sausage, loaves, chili, dog biscuits, etc.

**MEATONE GRITS**—A low fat, low fiber, high protein, edible product, for binding Chili, canned dog foods, sausage, etc.

**SWEETONE GRITS**—Low in fat, high in protein and fiber. A good edible binder.

**TOKIO FLOUR**—Good only in Dog biscuits and dry dog food.

**TOKIO GRITS**—Good only in Canned Dog and Cat foods.

# Sausatone

THE PERFECT SAUSAGE BINDER

*Shellabarger Grain Products Company*

MANUFACTURERS  
Decatur, Illinois

## Hog Cut-Out Results

CUTTING losses were still further reduced this week when live hog costs and green product values were somewhat closer together although both were on lower price levels. However, heavier hogs are still cutting out at a loss of a dollar and a half per head. Possibility of making up a cutting loss of this kind on products that are processed appears limited with increased marketings of hogs and larger runs in prospect and with the approach of the warm weather. The latter factor was apparent this week in the fresh pork market where price declines were considerable.

Put down costs of hams, picnics and bellies is well over the current market, and only an increase in price of cured meats by the time this product comes out of cure could absorb the additional cost.

Quality of hogs is reasonably good for this season of the year but average yields have declined somewhat, and in the test for the first four days of this week on each average, the yield has been reduced one-half of one per cent in line with current results.

Average costs and credits at Chicago, based on current conditions, are used in the test shown herewith. Every packer should figure his own tests based on local conditions.

## Figuring Hog Cut-Out

*Hog cut-out values must be watched more closely than ever.*

*They not only indicate what hogs are worth to the packer in relation to product values, but they are of considerable help in showing how to cut the most out of each carcass.*

*Does price of lard justify cutting for the tank or favoring the various cuts?*

*What are relative values of hams and loins; hams and bellies; shoulders and bellies? How can cutting be done to secure the greatest yields of the higher priced cuts?*

*Cutting tests help to give the answer.*

*Watch THE NATIONAL PROVISIONER cut-out tests. Compare results with those secured in your plant. Study cutting percentages and prices at which various cuts are selling.*

*Adjust cutting practices to the market, and maintain close control in the cutting room. Don't permit product that should go onto higher-priced cuts to be left on lower-priced product.*

*Adjust methods also to eliminate expensive trimming.*

## PACKERS ARE MODERNIZING

Lord & Mott, Baltimore, Md., has recently added equipment to its dog food manufacturing department.

Construction of a branch plant for the Rath Packing Co. in Dallas, Tex., has begun and will be completed around June 1. Cost of lease and building is estimated at about \$75,000.

C. H. Braun & Sons, Inc., Baltimore renderers, are building an addition to house two 200 h.p. return tube boilers.

Small sausage-making machines at L. S. Briggs, Inc., Washington, D. C., are being replaced with larger equipment.

John G. Miller, Baltimore renderer, has recently completed an addition to be used as a hide storage warehouse.

Western Packing Co., Portland, Ore., has just completed a new sausage cooler and installed new grinders, stuffers and choppers in its sausage department.

## CANNED MEAT EXPORTS

Canned meat exports in March, 1936:

Exports	Quantity. lbs.	Value.
Canned beef .....	182,318	\$53,433
Canned pork .....	724,496	235,908
Canned sausage .....	142,696	38,472
Other canned meats .....	264,754	51,731
Total .....	1,314,264	\$379,444
To insular possessions .....	480,350	.....

## HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	14.00	17.75	\$ 2.49	13.70	17.75	\$ 2.43	13.30	17.75	\$ 2.36
Picnics.....	5.60	13.42	.75	5.30	12.92	.68	5.00	12.54	.63
Boston butts.....	4.00	18.00	.76	4.00	18.00	.76	4.00	18.00	.76
Loins (blade in).....	9.80	19.25	1.89	9.50	18.25	1.73	9.00	17.25	1.55
Bellies, S. P.....	11.00	17.80	1.96	8.70	16.34	1.42	3.50	15.90	.56
Bellies, D. S.....	.....	.....	.....	3.00	12.87½	.39	9.00	12.75	1.15
Fat backs.....	2.00	7.75	.16	4.00	7.87½	.31	5.00	8.25	.41
Plates and jowls.....	2.50	8.50	.21	2.50	8.50	.21	3.30	8.50	.28
Raw leaf.....	2.00	9.97	.19	2.10	9.97	.20	2.20	9.97	.21
P. S. lard, rend. wt.....	12.10	10.24	1.24	11.40	10.24	1.17	11.00	10.24	1.13
Spareribs.....	1.50	11.75	.18	1.50	11.75	.18	1.50	11.75	.18
Trimnings.....	3.00	9.75	.29	2.80	9.75	.27	2.70	9.75	.26
Feet, tails, neckbones.....	2.00	.....	.09	2.00	.....	.09	2.00	.....	.09
Offal and misc.....	.....	.....	.30	.....	.....	.30	.....	.....	.30
<b>TOTAL YIELD AND VALUE.....</b>	<b>69.50</b>	<b>.....</b>	<b>\$10.51</b>	<b>70.50</b>	<b>.....</b>	<b>\$10.14</b>	<b>71.50</b>	<b>.....</b>	<b>\$ 9.87</b>
Cost of hogs per cwt.....	\$10.25			\$10.16			\$ 9.85		
Condemnation loss.....	.05			.05			.05		
Handling and overhead.....	.58			.53			.51		
<b>TOTAL COST PER CWT. ALIVE.....</b>	<b>\$10.88</b>			<b>\$10.74</b>			<b>\$10.41</b>		
<b>TOTAL VALUE.....</b>	<b>10.51</b>			<b>10.14</b>			<b>9.87</b>		
Loss per cwt.....	\$ .37			\$ .60			\$ .54		
Loss per hog.....	\$ .74			\$ 1.44			\$ 1.51		

# Vacation Days



## They'll soon be here!

We've been working steadily for some time, building up inventories of the finest casings we can buy, we have perfected a foolproof method of routing orders. Service has been speeded up. We're ready for action.

There won't be a hitch in Salzman Service—for vacations or any other reason. And you can be sure, by placing your casing responsibility with Salzman, that you can start into the summer rush on sausage with complete assurance of speedy service, full satisfaction and intelligent cooperation with all your casing needs!

Try Salzman Service—now! Get a real idea of how good casing service can really be!

## Salzman CASINGS CORP.

4021 S. Normal Ave., Chicago

**SAUSAGE:** *Finer Tasting in Natural Casings*

## From the "MEATY" portion comes the CHILI FLAVOR

Just as with a juicy T-bone steak, the real flavor value of Chili peppers comes from the red "meaty" portion...not from the stems and seeds.

Take, as an example, the Mexican type of chili peppers grown in California. In bulk, the seeds amount to 30%, the stems 10% and the "meaty" portion that supplies all the flavor value 60%. Obviously then, the "meatier" the pepper and the richer it is, the further it goes and the less you will need to maintain full flavor value.

Not only is there a difference in value between the several varieties but among the individual peppers as well. Consequently, crop selection, sorting, cleaning and blending are highly important in producing the best Chili Powders.

Specialized knowledge, efficiency of organization and the most modern facilities enable us to produce a line of Chili Peppers and Powders recognized everywhere as the Standard of Excellence.

When you buy our brands, you are assured of pure, clean Chili of the correct, full flavor. In Chili Products you will find ample proof of the wisdom in the old saying,

**"The best is the cheapest in the long run."**

Also distributed by

E. W. CARLBERG CO. S. HOLST-KNUDSEN  
215 Pershing Rd., Kansas City, Mo. 105 Hudson St., New York City

USED EXTENSIVELY BY I. A. M. P. MEMBERS

**Chili Powders**  
K Special X51  
Fcy. Mexican:  
No. 1 Mexican:  
**Chili Peppers**  
SS: CS:  
Fcy. Mexican:  
No. 1 Mexican:

**CHILI PRODUCTS  
CORPORATION LTD**  
1841 EAST 50TH STREET  
LOS ANGELES, CALIF.  
Chicago, ILL., 160 E. Illinois St.

**STANDARDIZED QUALITY**



## HELP FOR MEAT EXPORTS

Possible expansion of the packer's export trade may result from the signing of a new trade agreement between France and the United States this week, and announcement of the terms of a similar understanding with Guatemala.

Text of the U. S. French agreement has not been made public, but it is understood this country will benefit by concessions in French duties on some American agricultural products. According to a state department announcement the agreement will be the first comprehensive arrangement for regulating commercial relations with that country in many years. It provides in general for substantial most-favored nation treatment by each country of the other's commerce.

The U. S.-Guatemala agreement binds the latter country not to increase the duty on hog lard, which accounted for \$448,000 of trade in 1929, and \$144,000 in 1934. Guatemala granted the United States reductions in duty on 14 items imported from this country, and bound itself not to raise tariffs on 52 other commodities.

## FEB. MEAT CONSUMPTION

Federally-inspected meats available for consumption in February, 1936:

	Total Consumption, lbs.	Per capita, lbs.
<b>BEEF AND VEAL</b>		
February, 1936	427,000,000	3.3
February, 1935	365,000,000	2.9
<b>PORK (INC. LARD)</b>		
February, 1936	362,000,000	2.8
February, 1935	366,000,000	2.9
<b>LAMB AND MUTTON</b>		
February, 1936	55,000,000	0.43
February, 1935	46,000,000	.36
<b>TOTAL</b>		
February, 1936	844,000,000	6.6
February, 1935	777,000,000	6.1

## MORE AAA FARM MONEY

Payments of 75 cents to \$3 per acre will be made to farmers in the North Central region for supplemental soil building practices under the soil conservation act, according to a recent AAA announcement. These benefits are in addition to soil conservation payments expected to average \$10 per acre throughout the country. Among the newly-approved practices are new seedings of perennial grasses on crop land or non-crop pasture land.

## CHICAGO PROVISIONSHIPMENTS

Provision shipments from Chicago for the week ended May 2, 1936:

	Week May 2.	Previous week.	Same week '35.
Cured meats, lbs.	14,594,000	18,492,000	21,231,000
Fresh meats, lbs.	45,159,000	39,158,000	36,780,000
Lard lbs.	2,543,000	2,570,000	3,000,000

# CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## FUTURE PRICES

SATURDAY, MAY 2, 1936.				
Open.	High.	Low.	Close.	
<b>LARD—</b>				
May	10.87½	10.90	10.87½	10.90b
July	10.85	10.87½	10.85	10.85b
Sept.	10.85	10.90	10.85	10.80ax
Oct.	10.75	10.77½	10.72½	10.75ax
<b>CLEAR BELLIES—</b>				
May	.....	.....	.....	13.75b
July	.....	.....	.....	13.75b

## MONDAY, MAY 4, 1936.

<b>LARD—</b>				
May	10.95	.....	.....	10.95
July	10.85	10.85	10.82½	10.82½b
Sept.	10.90	10.90	10.85	10.85b
Oct.	.....	.....	.....	10.75ax
<b>CLEAR BELLIES—</b>				
May	.....	.....	.....	13.75n
July	.....	.....	.....	13.75b

## TUESDAY, MAY 5, 1936.

<b>LARD—</b>				
May	10.92½	10.92½	10.87½	10.87½ax
July	10.70	10.70	10.65	10.65
Sept.	10.80	10.80	10.65	10.67½-65
Oct.	10.60	10.60	10.50	10.50ax
<b>CLEAR BELLIES—</b>				
May	.....	.....	.....	13.75n
July	.....	.....	.....	13.75ax

## WEDNESDAY, MAY 6, 1936.

<b>LARD—</b>				
May	10.85	10.87½	10.80	10.80ax
July	10.65	10.75	10.55	10.55
Sept.	10.65	10.70	10.60	10.60b
Oct.	10.45	10.52½	10.45	10.50
Jan.	10.00	.....	.....	10.00
<b>CLEAR BELLIES—</b>				
May	.....	.....	.....	13.75n
July	13.70	13.70	13.67½	13.67½ax

## THURSDAY, MAY 7, 1936.

<b>LARD—</b>				
May	.....	.....	.....	10.67½ax
July	10.57½	10.57½	10.55	10.55
Sept.	10.60	10.62½	10.55	10.55b
Oct.	10.37½-40	10.40	10.37½	10.37½
Jan.	.....	.....	.....	10.00ax
<b>CLEAR BELLIES—</b>				
May	.....	.....	.....	13.75n
July	.....	.....	.....	13.45ax

## FRIDAY, MAY 8, 1936.

<b>LARD—</b>				
May	10.67½-70	10.70	10.55	10.57½-55ax
July	10.55	10.50	10.45	10.45ax
Sept.	10.52½	10.55	10.45	10.45b
Oct.	10.30	10.30	10.22½	10.22½
Jan.	.....	.....	.....	9.90ax
<b>CLEAR BELLIES—</b>				
May	.....	.....	.....	13.75n
July	.....	.....	.....	13.35ax

Key: ax, asked; b, bid; n, nominal; —, split.

## CASH PRICES

Based on actual carlot trading Thursday, May 7, 1936.

### REGULAR HAMS.

Green.	*S.P.
8-10	19½
10-12	19½
12-14	18½
14-16	18
10-16 range	18

### BOILING HAMS.

Green.	*S.P.
16-18	18½
18-20	18
20-22	18
16-22 range	18

### SKINNED HAMS.

Green.	*S.P.
10-12	19½
12-14	19½
14-16	19½
16-18	18½
18-20	18½
20-22	18
22-24	17½
24-26	16½
26-30	16
30-35	15½

### PICNICS.

Green.	*S.P.
4-6	14½
6-8	13½
8-10	13½
10-12	13½
12-14	13½
Short Shank ½c over.	12½

### BELLIES.

(Square cut seedless)  
(S. P. ¼c under D. C.)

Green.	*D.C.
6-8	20
8-10	20
10-12	19½
12-14	17½
14-16	17
16-18	16½

\*Quotations represent No. 1 new cure.

### D. S. BELLIES.

Clear.	Rib.
14-16	14
16-18	13½
18-20	13½
20-22	13½
22-24	13½
24-26	13½
26-30	13½
30-35	13½
35-40	13½
40-50	11½
50-60	11½

### D. S. FAT BACKS.

6-8	8½
8-10	8½
10-12	8½
12-14	8½
14-16	8½
16-18	10
18-20	10½
20-25	11

### OTHER D. S. MEATS.

Extra Short Clear.	35-45	12n
Extra Short Ribs.	35-45	12n
Regular Plates	6-8	10
Clear Plates	4-6	8½
Jowl Butts	.....	10½
Green Square Jowls	.....	12
Green Rough Jowls	.....	11

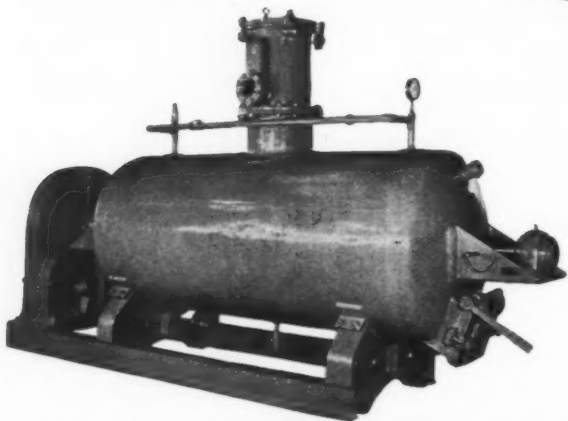
### LARD.

Prime Steam, cash	10.77½ax
Prime Steam, loose	10.10ax
Refined, boxed, N. Y.—Export	unquoted
Neutral, in tierces	12.25n
Raw Leaf	10.00n

## GERMAN HOGS AND LARD

Top hogs at Berlin for the week ended April 22, 1936, were quoted at \$17.70 per cwt. compared with the same price a week earlier and \$15.53 a year earlier. Lard in tierces at Hamburg was \$12.45 per cwt., compared with \$12.93 the previous week. It was unquoted a year earlier.

# REDUCE *Rendering* TIME!



## THE GLOBE RENDERING UNIT

### STEEL PLATE CONSTRUCTION

insures long, useful service with minimum maintenance costs. GLOBE Rendering Units are built for a lifetime of perfect service!

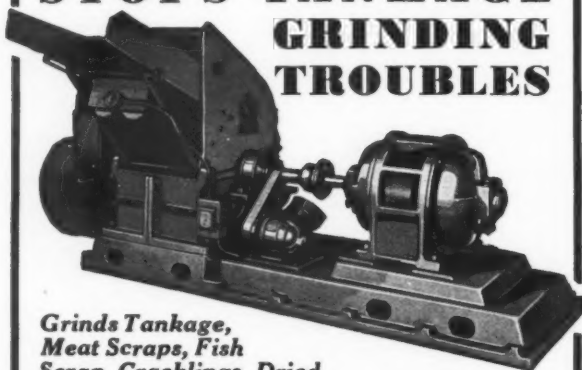
This means BIG SAVINGS in operations — applies to both edible and inedible rendering processes. The GLOBE Rendering Unit with full jacketed construction, gives greatly increased heating area over ordinary types. It provides maximum results at minimum cost!

Many exclusive features! Electric fusion welded throughout. Oversize stuffing boxes. Stuffing boxes can be repacked without removing bearings. Fully machined shaft. Timken Roller Bearings. Adjustable paddles. Approved design. And every one of these features means lower rendering costs! Write for complete details and specifications!

## THE GLOBE CO.

Complete Equipment for Meat Packers and Sausage Mfrs.  
818-28 West 36th Street, Chicago, Illinois

## STOPS TANKAGE GRINDING TROUBLES



Grinds Tankage, Meat Scraps, Fish Scrap, Cracklings, Dried Bone, etc., at Lower Cost per Ton Than Any Other Grinding Equipment

"JAY BEE" has been proved the most important factor in economical by-products grinding. Many firms have saved nearly \$2.00 a ton in grinding tankage when "JAY BEE" mill replaced other grinding equipment.

A better quality product that demands a higher price — a finely finished, uniform product delivered to storage bin without use of cage mills, elevators, or screens — handling up to 12% grease, 25% moisture — that's "JAY BEE" grinding.

Write for grinding facts, prices, terms, etc.

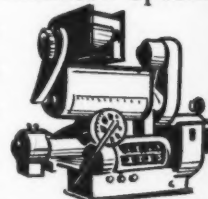
## "JAY BEE"

Over 20,000 "JAY BEE" mills in use all over the World — Setting the Standard for Capacity, Economy and Durability. J. B. SEDBERRY, INC., Dept. 96, Franklin, Tenn.



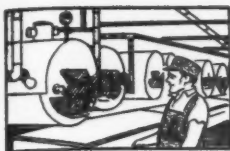
## ON MEAT SCRAP

How would you like to save one dollar to three dollars per ton on your meat scrap tonnage? It can be done. We can show you in figures how the Anderson Special R. B. Crackling Expeller will save you this amount of money. Write and let us tell you how.



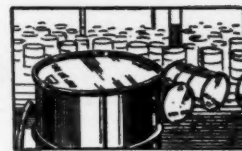
THE V. D. ANDERSON COMPANY  
1937 West 96th Street . . . Cleveland, Ohio

## ANDERSON SPECIAL R. B. EXPELLER



# Tallows and Greases

## Weekly Market Review



**TALLOW**—Tallow market quiet and weak. Extra sold at New York at 4½c f.o.b., off one-quarter from previous sales. On Friday it was reported extra sold at 4½c f.o.b., new low for month, and decline of one-half cent for week.

Soapers still back away and only small buying interest is apparent, even at lower levels. At New York, special was quoted at 4½@4½c; extra, 4½c; edible, 7½c.

Tallow futures on the Produce Exchange were quiet and easier, June and July selling at 4½c.

No London auction this week. Argentine tallow, Liverpool, 31s, unchanged; Australian, Liverpool, 24s unchanged.

**STEARINE**—Market quiet at New York. Offered at 7½c, off three-eighths from recent asking levels. Oleo stearine at Chicago unchanged, 7½c.

**OLEO OIL**—Market quiet. Extra at New York, 9½@10c. Prime 9@9½c; lower grades, 8½@9c. Extra, Chicago, 9½c, off one-quarter.

(See page 40 for later markets.)

**LARD OIL**—Quiet and unchanged. No. 1, 8½c; No. 2, 8c; extra, 10½c; extra No. 1, 8½c; prime, 14c; inedible, 12c; winter strained, 10½c.

**NEATSFOOT OIL**—Quiet; cold pressed, 16½c; extra, 8½c; No. 1, 8½c; pure, 12½c; special, 10½c.

**GREASES**—Market quiet and unsteady at New York, on account of weakness in tallow and slow consumer demand. Offerings moderate, but while yellow and house has not sold below 4½c, market is called 3½c nominal. A white, 4½c; B white, 4½c; choice white, 6½c.

At Chicago greases were slow and easier; choice white, 5½c; A white, 4½c; B white, 4½c; yellow house, 3½c to 4c; brown, 3½c to 3¾c.

### EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, May 7, 1936.

Unground tankage sold at \$2.35 and 10c, and \$2.40 and 10c, f.o.b., local shipping points and stocks of both unground and ground are small.

Dried blood sold at \$2.50 per unit of ammonia, and South American is offered for May, June shipment at \$2.60 per unit c.i.f. U. S. ports.

Fertilizer manufacturers are not taking on much material at present as the season is pretty well advanced.

### BY-PRODUCTS MARKETS

Chicago, May 7, 1936.

#### Blood.

South American ground blood in bags, \$2.60@2.65, c.i.f.

	Unit Ammonia.
Unground .....	\$2.95@3.00

#### Digester Feed Tankage Materials.

Offerings scarce and sellers' ideas stronger. Asking \$3.15@3.25 & 10c. A few cars sold at quoted price.

Unground, 10 to 12% ammonia...	\$ @3.10 & 10c
Unground, 8 to 10% .....	3.25@3.35 & 10c
Liquid stick .....	2.25

#### Packhouse Feeds.

Market steady at the list.

Digester tankage meat meal, 60%...	\$40.00
Meat and bone scraps, 50% .....	@ 45.00
Steam bone meal, 65%, special feed	
ing, per ton .....	@ 27.50
Raw bone meal for feeding .....	@ 32.50

#### Dry Rendered Tankage.

Production light and offerings scarce. Buyers not inclined to follow increase in price.

Hard pressed and exp. unground per unit protein .....	\$ .65 @ .70
Soft prod. pork, ac. grease & quality, ton .....	@40.00
Soft prod. beef, ac. grease & quality, ton .....	@35.00

#### Fertilizer Materials.

Product available for May shipment at quoted prices.

High grd. tankage, ground, 10@ 12% am. ....	\$2.40 & 10c
Bone tankage, ungrd., low gds., per ton .....	14.50@15.00
Hoof meal .....	@ 2.50

#### Gelatine and Glue Stocks.

Jaws, skulls and knuckles in good demand. Pigskins 6c delivered East.

Calf trimmings .....	\$ @26.00
Sinews, pizzles .....	@20.00
Cattle jaws, skulls and knuckles....	@25.00
Hide trimmings .....	@15.00
Pig skin scraps and trim, per lb. ....	5½@ 5½c

#### Animal Hair.

There is outlet for any winter hair available. Contracts available for summer production.

Coll and field dried hog hair.....	2 @3¼c
Winter coll, dried .....	3¼@3¼c
Processed, black winter, per lb. ....	@6c
Processed, summer .....	@6c
Cattle switches, each* .....	1½@1½c

\*According to count.

#### Horns, Bones and Hoofs.

Prices quoted, c.a.f. Chicago.

	Per ton.
Horns, according to grade.....	\$45.00@75.00
Cattle hoofs .....	25.00@27.50
Junk bones .....	17.00@17.50

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

#### Bone Meals (Fertilizer Grades).

Product in new bags, f.o.b. river, \$17.00. Prices quoted below in new bags, Chicago.

Steam, ground, 3 & 50 .....	\$17.00@18.50
Steam, unground, 3 & 50 .....	16.00@16.50

### By-Product Processing

Renderers' Problems in the Production of Tallows, Greases, Feeds and Fertilizers

### Raising Protein in Tankage

Tankage containing a large percentage of bone is low in protein. A South-eastern packer who wants to raise the protein content of his tankage writes:

Editor THE NATIONAL PROVISIONER:

We do not seem to be able to get protein content of our tankage above 36 to 40. Can you tell us how protein content can be raised? Bones from about 100 cattle of a weekly slaughter of 400 cattle and 300 hogs go to the tank. Could raw blood be used in tankage? Could we place blood in dryer when it is charged with tankage material? We have no way to cook blood and have not been using it at all.

This packer's raw material contains such a large percentage of bone that the resultant tankage is necessarily low in protein. The quality of this tankage can be raised by addition of dry blood. Although he is not saving blood at present he may wish to make some arrangement for handling it to raise protein (or ammonia) content of his tankage.

The blood could be partially dried in the tankage dryer if a steam jet was installed at the end of the dryer. Blood is then placed in dryer and steam turned on. Blood is partially cooked and then allowed to settle. A drain must be provided for drawing off blood water at the bottom. When blood is cooked in the dryer some hog heads or cattle jaws are added to keep sides of dryer scrapped clean.

After blood is partially dried the hot tankage can be added and the whole

### GEO. H. JACKLE

Broker

Tankage, Blood, Bones  
Cracklings, Bonemeal  
Hoof and Horn Meal

Chrysler Bldg.,  
405 Lexington Ave.  
New York City



dried together. Satisfactory results cannot be obtained by running raw blood in with tankage.

Tankage quality can also be raised by eliminating all paunch contents and other very low grade materials that have a tendency to lower the protein content. Cracklings may also be added to help bring up protein content.

## FERTILIZER MATERIALS

### BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: May to June 30, 1936, inclusive	25.00@ 26.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.....	nominal
Blood dried 16% per unit.....	@ 2.50
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory..	2.50 & 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f.....	@ 36.00
Fish scrap, acidulated, 6% ammonia, 3% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk....	
May to June 30.....	@ 24.50
in 200-lb. bags.....	@ 25.80
in 100-lb. bags.....	@ 26.50
Tankage, ground, 10% ammonia, 15% B. P. L. bulk.....	2.85 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.....	2.40 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@ 22.50
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.....	@ 26.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.....	@ 8.00
Potash Salts.	
Manure salt, 30% bulk, per ton....	@ 14.40
Kalnit, 20% bulk, per ton.....	@ 11.00
Muriate in bulk, per ton.....	@ 22.50
Sulphate in bags, per ton, basis 90%. Delivery May to June, inclusive	@ 33.75
Dry Rendered Tankage.	
50% unground.....	@ .65c
60% ground.....	@ .70c

## OIL AND TALLOW FOR SOAP

Consumption of fats and oils by the soap industry totaled 1,529,106,000 lbs. for 1935, falling off 6.4 per cent from consumption of 1,634,271,000 lbs. in the previous year. In every other important oil and fat consuming field there was an increase in consumption in 1935 ranging from 20 to 50 per cent. Decreased consumption in soap is attributed to higher prices for soap, curtailing demand, or large stocks of fats and soap held over from 1934.

Consumption of tallow in soap making amounted to 664,433,000 lbs. in 1935, a small advance over 1934. Total consumption of coconut oil totaled only 229,711,000 lbs., as compared with 341,124,000 lbs. in 1934. Palm oil consumption amounted to 87,311,000 lbs., and grease consumption dropped from 142,782,000 lbs. in 1934, to 98,086,000 lbs. in 1935.

## WATCH YOUR GREASE TANK

Does your grease tank get items from your offal room that should go to the lard tank? Give your foreman a copy of "PORK PACKING," The National Provisioner's latest book.

## Refining Edible Oils

Up-to-date practices in refining edible oils and their manufacture into shortening and salad dressings have resulted in product of superior keeping quality, fine flavor, good color and desirable consistency.

This is due to improvement in neutralizing oils, resulting in more complete deodorization and better decolorizing and clarifying. Improved manufacturing equipment has been introduced and great strides have been made in packaging the product for maximum consumer acceptance.

These up-to-date methods, as well as some of the older practices still in use, are described in a series of articles which have appeared in THE NATIONAL PROVISIONER. Copies of these reprints are available at 75c. To secure them, send the following coupon with remittance:

THE NATIONAL PROVISIONER ..  
Old Colony Bldg., Chicago, Ill.  
Please send copy of reprint on oil refining and manufacture.

Name .....

Street .....

City..... State.....

(Enclosed find 75c in stamps.)

## NEW DOG FOOD REGULATION

Manufacturers of dog, cat or fox food will not be allowed to place the federal inspection legend, or any abbreviation or copy of it, or their federal inspection establishment number on containers or coverings for such food after September 16, 1936, under a recent amendment to U. S. Bureau of Animal Industry regulations. The containers cannot carry a statement that any ingredient has been inspected and passed at an establishment where federal inspection is maintained.

However, if the dog, cat or fox food is prepared in a federally-inspected establishment and is in whole or part of meat or a meat by-product, the containers may carry the form: "The meat or meat by-product ingredient of this article has been examined and passed under federal supervision. This article has been prepared in an establishment operating under federal meat inspection."

The new amendment also provides that when any dog food is prepared in a part of an official establishment, the sanitation of that part of the establishment shall be supervised by bureau employees on the same basis as other parts of the establishment.

Watch the "Wanted" page for positions offered or good men available.

## VALUE OF MARGARINE

Indisputable facts regarding margarine and its suitability as a food are embodied in bulletin 16 of the Institute of Margarine Manufacturers, entitled, "The Wholesomeness and Food Value of Margarine," prepared by Dr. J. S. Abbott, secretary of the Institute.

In this booklet Dr. Abbott points out that margarine is sold for food every day in every state under its own name, in harmony with the most rigid state and federal laws regulating its manufacture and sale; and that the ingredients used in margarine are eaten in enormous quantities every day all over the world. These facts constitute "convincing evidence that margarine is a wholesome article of food and not injurious to the public health," the bulletin states.

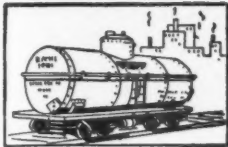
But in spite of all the facts and of common knowledge and experience, adverse propaganda is issued regarding the product by certain dairy interests in the belief that margarine is a competitor of butter. These same interests have challenged the value of margarine as a food, in spite of the O. K. of the U. S. Department of Agriculture that margarine has a digestibility of 97 per cent and contains about 3,500 calories per pound and that butter also has a digestibility of 97 per cent and a calory content of "about 3,500."

This means that insofar as the fat content of the two products are concerned their food value is identically the same. The principal other food factor is vitamin A, of which there is more in butter than in margarine, although the quantity varies in both products. Commenting on this, Dr. Abbott says:

"Physiologists would by no means recommend either margarine or butter as a safe and dependable source of vitamin A to satisfy our requirements with respect to this particular food factor. In fact, if we live on a well balanced diet it does not make any difference whether we eat butter or margarine or neither one insofar as normal nutrition is concerned. It is a well known fact that there are many other common foods that contain this vitamin A in good quantities, such as spinach, cabbage, carrots, chard, kale, squash, celery, lettuce, tomatoes, eggs, some yellow oils, beef fat, fish liver, pig's liver, beef liver, kidney, glandular organs in general, sweet potatoes, yellow corn, milk, cream, cheese and in many other food products in greater or lesser quantities."

Outstanding nutrition authorities are quoted as to the wholesomeness and food value of margarine, also rulings of the Federal Trade Commission wherein cease and desist orders have been issued to offending organizations issuing publicity derogatory to the product.

The bulletin is distributed free by the Institute of Margarine Manufacturers, from its offices in the National Press Bldg., Washington, D. C.



# Vegetable Oils

## Weekly Market Review



**Market Active — New Season's Lows — Unsteadiness in Other Fats Encouraged Selling—More Rainfall and New Cotton Crop Acreage Affected Market—Still Watching Hog Run — Cash Oil Demand Moderate.**

**C**OTTON oil market very active and weak the past week in all active positions, with new season's lows, on commission house liquidation and professional outside selling, running into stop loss orders.

Unsteadiness in lard and other oils and fats encouraged additional selling, together with some further rains in the Western cotton belt, which created a better new crop outlook, although additional rainfall is needed, especially in the West.

Refining interests bought nearby months and sold later months. Private acreage estimates indicate a new cotton crop area of 30,500,000 acres.

Hog runs to market continued well above last year and hog prices lower, while lard stocks increased moderately at Western packing points last month and at Chicago the first half of this month. While lard accumulation is under way the increase in stocks has not been extensive as yet. But nevertheless oil observers are looking for the hog run to continue comparatively large and lard stocks to continue to gain.

Cash oil demand was reported moderate, but estimates on April oil consumption are around 175,000 barrels, against the small distribution in April of last year of 138,000 barrels.

Crude oil is easier; Southeast and Valley, 7½¢ nominal, following sales at 7½¢; Texas, 7½¢ nominal.

(See page 40 for later markets.)

**COCOANUT OIL**—Market was quiet and quoted at 4¢ at New York, although it was felt later that it could be shaded ½¢ on bids. It was reported that sales were made at Pacific Coast points at 3½¢.

**CORN OIL**—Quiet at 8½¢, outside points, but further bids at that level and 8½¢, at Chicago were turned down.

**SOYA BEAN OIL** — Inactive at around 6½¢.

**PALM OIL**—Quoted at 4½¢, shipment at 4½¢@4½¢; Sumatra, 3½¢.

**PALM KERNEL OIL**—Inactive and quoted at 4½¢@4½¢.

**OLIVE OIL FOOTS** — Spot barrels quoted at 8@8½¢, in tanks 7¢@8¢.

**PEANUT OIL**—Dull and easier with cotton oil. Quoted at 7¢@7½¢.

### VEGETABLE OIL RATES

A recommendation that railroads state in their tariffs that low rates on inedible vegetable oils should not apply to edible vegetable oil products, was contained in the proposed report of C. G. Jensen, Interstate Commerce Commission examiner, in I. and S. 4039. He pointed out that such edible vegetable products had no valid claim to a lower freight rate than lard and edible animal fats.

Carriers are uncertain of the distinction between vegetable oils and their edible products, the examiner reported, and that a considerable tonnage of edible oil moved at inedible rates. This, he declared, would almost inevitably lead to a breakdown of the rates on packinghouse products.

Railroads had proposed to restrict vegetable oil rates to shipments moving in tank cars or barrels while higher edible rates would apply to products in smaller containers. The examiner held this distinction meant little since both vegetable oils and their edible products moved in large and small containers. He recommended, instead, that the carriers specify that vegetable oil rates would not apply on cooking oil, salad oil, lard substitute or vegetable shortening, nor any oil, liquid or solid, which had been made suitable for human consumption by deodorizing.

The examiner favored permitting transit arrangements for conversion of

vegetable oils into edible products subject to the condition that the rate for the through movement should not be less than the rate on the edible product from the transit point.

### SOUTH FIGHTS MARGARINE TAX

Southwide Association of Consumers, which is working for protection of the consumer and to demand removal of unfair restrictions against Southern food products, is calling a conference of state committees in New Orleans, La., for May 19 to 22. The organization has been successful in arousing public interest in its work and many local groups are passing resolutions calling for repeal of national legislation which "discriminates against margarine, produced from cottonseed and other vegetable oils."

According to Mrs. R. L. Turman, president of the association, "for the past several years the finest margarines have been made from cottonseed and other vegetable oils, and the Southwide Association of Consumers is tremendously interested in seeing that this nutritious and low-cost table spread is sold in an open market as butter is—on its merits. The association is fighting, not only for the life of margarine, but for a principle."

Resolutions being adopted by consumer organizations in the South call attention to present unfair taxes on margarine made from domestic fats; point out that proposed legislation would still further discriminate and that unfair taxes against margarine penalize farmers, manufacturers and also consumers who need a low-cost table spread for a full and wholesome diet.

## SOUTHERN MARKETS

### New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., May 7, 1936. — Moderate declines in cotton oil futures have occurred daily, with crude offerings light, and only an occasional small lot sold. Bleachable nominal, but firmly held. Should spots show further fair declines will likely lead to increased consumption and higher markets before end of season.

### Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., May 7, 1936.—Forty-three per cent cottonseed cake and meal, basis, Dallas, for interstate shipment, \$23.50. Prime cottonseed oil, 7½¢@7½¢.

### Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 7, 1936.—Crude cotton seed oil, 7½¢ lb., Valley; cottonseed meal, \$20.90 f.o.b. Memphis. May shipment.

### VEGETABLE OIL EXPORTS

Exports of vegetable oils and oil bearing seeds, March, 1936:

EXPORTS.		
	Quantity. lbs.	Value.
Cottonseed oil, refined.....	329,360	\$38,560
Cottonseed oil, crude.....	203,484	16,749
Corn oil.....	1,831,140	17,558
Cocoonut oil, inedible.....	1,112,984	54,169
Vegetable soap stock.....	793,830	49,367
Soybean oil.....	211,400	17,478
Other expressed oils and fats, inedible.....		

### CAKE AND MEAL EXPORTS

Cottonseed meal exported from the United States in March, 1936, totaled 97 tons, valued at \$2,855. Cottonseed cake totaled 600 tons, valued at \$15,243.

# WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS

### Provisions

Provisions weak during latter part of week with lard feeling liquidation and October going to new low. Selling scattered with support limited; packers were moderate buyers. Top hogs, Chicago, \$10.00.

### Cottonseed Oil

Cotton oil active and weak with continued liquidation, rather general selling and limited support on account of unsteadiness in lard and other greases. Cash oil demand moderate. Crude, Southeast and Valley, 7½c lb. nominal; Texas, 7½c lb. nominal.

Quotations on bleachable cottonseed oil at close of market on Friday were: May, \$8.77@8.85; July, \$8.81@8.83; Sept., \$8.82@8.84 sales; Oct., \$8.57@8.60; Dec., \$8.45@8.50. Tone steady; sales 79 lots.

### Tallow

Tallow, extra, 4½c lb. f.o.b.

### Stearine

Stearine, 7½c.

### Friday's Lard Markets

New York, May 8, 1936.—Prices are for export. Lard, prime western, \$10.85 @11.45; middle western, \$10.75@10.85; city, 10½c; refined Continent, 11½c; South American, 11½c; Brazil kegs, 11½c; compound, 11½c in carlots.

## TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, MAY 2, 1936.			
May	.....	4.70@5.50	
June	.....	4.70@5.05	
July	.....	4.75@5.10	
Aug.	.....	4.75@5.15	
Sept.	.....	4.75@5.20	

MONDAY, MAY 4, 1936.			
May	.....	4.75@5.05	
June	.....	4.75@5.05	
July	.....	4.75@5.05	
Aug.	.....	4.75@5.10	
Sept.	.....	4.75@5.10	

TUESDAY, MAY 5, 1936.			
May	.....	4.75	
June	.....	4.75	
July	.....	4.75	
Aug.	.....	4.75 nom	
Sept.	.....	4.70@4.95	

WEDNESDAY, MAY 6, 1936.			
May	.....	4.75	
June	.....	4.75ax	
July	.....	4.55b	
Aug.	.....	4.75	
Sept.	.....	4.75	
Oct.	.....	4.75	

THURSDAY, MAY 7, 1936.			
May	.....	4.50b	
June	.....	4.50@4.75	
July	.....	4.50@4.80	
Sept.	.....	4.50@4.90	
Oct.	.....	4.51@4.90	

FRIDAY, MAY 8, 1936.			
May	.....	4.50b	
July	.....	4.50b	
Aug.	.....	4.50b	

## BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, May 8, 1936.—General provision market quiet and unchanged. Slow demand for hams, but some improvement in sight; demand for lard very quiet.

Friday's prices were: Hams, American cut, 91s; hams, long cut, 92s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, unquoted; Wiltshire, unquoted; Cumberlands, 72s; Canadian Wiltshires, 79s; Canadian Cumberlands, 74s; spot lard, 57s.

## LIVERPOOL PROVISION STOCKS

On hand May 1, 1936, estimated by Liverpool Trade Association:

	May 1, 1936.	April 1, 1936.	May 1, 1935.
Bacon, lbs. ....	183,008	140,112	79,968
Ham, lbs. ....	520,912	564,704	721,504
Shoulders, lbs. ....	25,984	31,820	1,792
Butter, cwt. ....	7,645	4,027	4,050
Cheese, cwt. ....	9,507	8,989	18,601
Lard, steam (in tierces), tons .....		17	1,355
Lard, refined (U. S.) tons .....	1,035	632	1,678
Lard, refined (Canadian), tons ...	40	41	.....
Lard, tierces .....	164	.....	.....

(Ton of 2,240 lbs., cwt 112 lbs.)

## LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week ended April 22, 1936, with comparisons:

	Apr. 22, 1936.	Apr. 15, 1936.	Apr. 24, 1935.
American green bellies.....	Nom.	Nom.	\$14.56
Danish Wiltshire sides.....	\$20.30	\$20.29	18.73
Canadian green sides.....	17.07	17.32	16.63
American short cut green hams .....	20.73	21.07	19.22
American refined lard.....	13.78	13.92	12.04

## WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended April 25:

Week Ending	New York.	Boston.	Phila.
Apr. 25, 1936.....	5,415	75	250
Apr. 18, 1936.....	58,231	.....	.....
Apr. 11, 1936.....	19,464	204	.....
Apr. 4, 1936.....	87,080	1,195	.....
Total 1936 .....	642,029	43,754	37,859
Apr. 27, 1935.....	10,671	7	562
Apr. 20, 1935.....	11,008	.....	.....
Total 1935 .....	340,282	23,478	5,176
Total so far: 1936—723,642.* 1935—377,936.*			

\*Does not include imports at Norfolk.

## ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to May 8, 1936, show exports from that country were as follows: To the United Kingdom, 58,791 quarters; to the Continent, 20,314. Exports for same period last week were: To England, 160,698 quarters; Continent, 3,369 quarters.

## CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended May 8, 1936, with comparisons, are reported as follows:

	Week ended May 8.	Prev. week.	Cor. week, 1935.
Spr. nat. str.	.....12½@12½	12½@12½n	@12½n
Hvy. nat. str.	.....12	@12½ax	@12
Hvy. Tex. str.	.....12	@12½	@12
Hvy. butt brnd'd str.	.....12	@12½	@12b
Hvy. Col. str.	.....11½@12	@12	@11½b
Ex-light Tex. str.	.....@10	@10	9¼@9¼n
Brnd'd cows.	.....@10	@10	9¼@9¼
Hvy. nat. cows	.....@9½	9½@10	@10
Lt. nat. cows	.....@10½	10@10½	9¼@10
Nat. bulls ..	.....@8½	8½@9n	@9
Brnd'd bulls ..	.....@7½	7½@8n	@8n
Calfskins ..19	@22n	20@22	15½@18½
Kips, nat. ....	@14	@12	@12½
Kips, ov-wt. ....	@13	@13	@11½
Kips, brnd'd.10½	@11n	10½@11n	@9½
Stunks, reg.1.20	@1.25	1.20@1.25	65@85
Stunks, hris.35	@40	35@40	40@50

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

## CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts. 9½	@9½n	9	@9½n	9	@9½
Branded ..9	@9½n	8½	@9n	8½	@9
Nat. bulls ..7	@7½	7½	@8n	@8n	
Brnd'd bulls.6	@6½	6½	@7n	@7n	
Calfskins ..17	@18½	17½	@19ax	13	@15
Kips ..12	@12½	12	@12½	7½	@8
Stunks, reg.80	@1.00	80	@1.00	50	@70n
Stunks, hris.25	@25	20	@25n	25	@35n

## COUNTRY HIDES.

Hvy. steers..	8	@ 8¼	@ 8n	6¼@ 6½
Hvy. cows ..	8	@ 8¼	8n	6¼@ 6½
Butts .....	8½	@ 8½	8½n	7@ 7¼
Extremes ....	9½	@ 10	9½ @ 10n	7½ @ 8
Bulls .....			8n	4½ @ 5
Calfskins....	12	@ 12½	12½ @ 13n	@ 8½
Kips .....	9½@ 10	9½ @ 10n	7½ @ 8	
Light calf..80	@ 85n	80 @ 85n	40 @ 60n	
Deacons ....80	@ 85n	80 @ 85n	40 @ 60n	
Stunks, reg.60	@ 75n	60 @ 75n	30 @ 45	
Stunks, hris.10	@ 15n	10 @ 15n	10 @ 15	
Horsehides ..	3.10	@ 3.75	3.00@ 3.70	2.75@ 3.30

## SHEEPSKINS.

Pkr. lambs..1.90@2.10	1.90@2.10	1.55@1.70
Sml. pkr. lambs ...1.40@1.65	1.40@1.65	1.20@1.30
Pkr. shearigs. @1.10	@1.00n	60 @65
Dry pelts ...14 @16	15 @16	10½@11

## N. Y. HIDE FUTURE MARKETS

Saturday, May 2, 1936—Close: June 11.02@11.09; Sept. 11.35@11.40; Dec. 11.66@11.73; Mar. 11.96n; sales 8 lots. Closing 3@5 lower.

Monday, May 4, 1936—Close: June 10.96 sale; Sept. 11.25@11.28; Dec. 11.58 sale; Mar. 11.89b; sales 51 lots. Closing 6@10 lower.

Tuesday, May 5, 1936—Close: June 11.03b Sept. 11.35@11.36; Dec. 11.65@11.67; Mar. 11.95@12.00; sales 64 lots. Closing 6@10 higher.

Wednesday, May 6, 1936—Close: June 11.15b; Sept. 11.47 sale; Dec. 11.80 sale; Mar. 12.10b; sales 8 lots. Closing 12@15 higher.

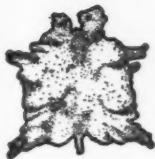
Thursday, May 7, 1936—Close: June 11.28@11.32; Sept. 11.60@11.62 sales; Dec. 11.92 sale; Mar. 12.11n; sales 27 lots. Closing 11@15 higher.

Friday, May 8, 1936 — Close: June 11.28 sale; Sept. 11.58b; Dec. 11.87 sale; Mar. 12.16@12.20; sales 34 lots. Closing unchanged to 5 lower.

## MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended May 8, totaled 250,300 lbs. of lard, and 53,500 lbs. of bacon.





# Hides and Skins

## Weekly Market Review

### Chicago

**PACKER HIDES** — Although the market situation on steers, especially native steers, has not been clarified, packers did a big week's business this week on cows, bulls and extreme light native steers, with a total movement of 160,000 hides reported so far. Extreme light native steers moved at  $\frac{1}{2}$ c down from last sale, or in line with last week's trade on light cows. The latter sold off  $\frac{1}{4}$ c more this week and then recovered the loss on later trading. Heavy native cows moved in a clean-up way at a cent down from last big packer trading price, or  $\frac{1}{2}$ c under Association sale of a car last week. Bulls were well cleaned up at  $\frac{3}{4}$ c down from last trading price.

Trading could be done on steers in a very large way if packers were willing to sell brands at another half-cent down from last week, and cut the price on the winter accumulation of native steers  $\frac{1}{2}$ @1c under the price of branded steers, but they are not inclined to consider selling natives under brands at the moment. However, a New York packer moved 2,100 April native steers this week at another  $\frac{1}{2}$ c down and some offerings were available at Chicago early on that basis but apparently later withdrawn.

The general asking price on native steers at Chicago is  $12\frac{1}{2}$ c, despite the early sale at New York at 12c, and bids in a big way around 11c not being considered. Total of 16,200 Mar.-April extreme light native steers sold at  $11\frac{1}{4}$ c.

Butt branded steers quoted  $12@12\frac{1}{2}$ c, top last paid. Bids of  $11\frac{1}{2}$ c declined in several directions for Colorados, asking 12c, last trading price. Texas steers quotable nominally  $12@12\frac{1}{2}$ c for heavy Texas and  $11@11\frac{1}{2}$ c for light Texas. Extreme light Texas steers quotable at 10c.

Two packers sold 13,000 Mar.-April heavy native cows early at  $9\frac{1}{2}$ c; one packer sold 31,000 Feb.-Mar.-April at  $9\frac{1}{2}$ c; another lot of 12,000 Feb.-Mar., with a few April, sold at  $9\frac{1}{2}$ c; 1,700 more Mar.-April made  $9\frac{1}{2}$ c; finally 12,000 sold at  $9\frac{1}{2}$ c for Feb.-Mar. and  $9\frac{1}{2}$ c for Aprils. One lot of 3,000 Mar.-April and later 2,200 April light native cows sold at  $10\frac{1}{4}$ c; 5,000 Mar.-April sold on split weights, 23/43-lb. at  $10\frac{1}{4}$ c and 43/53-lb. 10c; 1,000 Feb.-Mar. 23/43-lb. sold at  $10\frac{1}{4}$ c; Association sold 2,000 May straight weights at  $10\frac{1}{2}$ c; later, total of 16,000 April mostly River points sold at  $10\frac{1}{2}$ c, and now declining  $10\frac{1}{2}$ c unless northern points included. Total of 24,000 Mar.-April branded cows sold at 10c, steady.

One packer sold 7,500 Mar.-April

bulls, Association 1,400, at  $8\frac{1}{4}$ c for natives and  $7\frac{1}{4}$ c branded; 8,300 Mar.-April native bulls sold at  $8\frac{1}{4}$ c, and 300 brands  $7\frac{1}{4}$ c.

**OUTSIDE SMALL PACKER HIDES** — Offerings of outside small packer natives at  $9\frac{1}{2}$ @ $9\frac{3}{4}$ c, f.o.b. shipping points, according to average weight, are reported unsold, with buyers' ideas  $\frac{1}{4}$ @ $\frac{1}{2}$ c less and interested only in light average stock. Chicago take-off  $10@10\frac{1}{4}$ c nom.

**PACIFIC COAST** — Nothing has been heard from the Pacific Coast market since the trading some week back on Jan.-Feb. hides at 11c for steers and 9c for cows, flat, f.o.b. shipping points.

**FOREIGN WET SALTED HIDES** — South American market still shows a downward trend, these hides running into winter quality soon. At close of last week, 2,000 Montevideo steers sold equal to 13c, c.i.f. New York, with no recent comparable sale. Early this week 4,000 Argentine steers sold at 77 pesos, equal to  $12\frac{1}{2}$ c, as against 76 pesos or  $12\frac{1}{2}$ c last week; later 4,000 Wilson steers moved at 72 pesos or  $11\frac{1}{2}$ c.

**COUNTRY HIDES** — Trading continues very slow on country hides, although the slight improvement in big packer light cows has encouraged holders to ask firmer prices. Upper leather tanners have not shown a great deal of interest in country hides recently and quotations are mostly nominal. All-weights around 47-lb. av. top at  $8\frac{1}{2}$ c trimmed, with  $8@8\frac{1}{4}$ c quoted untrimmed. Heavy steers and cows dull and  $8@8\frac{1}{4}$ c nom. Buff weights  $8\frac{1}{2}$ @9c nom. Trimmed extremes usually quoted  $9\frac{1}{2}$ @10c, nom., some asking slightly more. Bulls around 6c; glues about  $5\frac{1}{2}$ c. All-weight branded  $6\frac{1}{2}$ @7c, flat.

**CALFSKINS** — As previously reported, packers are well cleaned up on April light calfskins under  $9\frac{1}{2}$ -lb. at 22c. Nothing done as yet on  $9\frac{1}{2}$ /15-lb. April calf, with offerings at last trading prices,  $21\frac{1}{2}$ c for northern heavies and 20c for River points, and early bids at a cent less contingent on the throwing out of grubby skins later withdrawn. The subject of grubbing calfskins is still under discussion.

Chicago city calfskin market awaiting trading to establish the market; 8/10-lb. last sold at 19c and reported available at  $18\frac{1}{2}$ c in some directions; the 10/15-lb. were last reported sold at  $17\frac{1}{2}$ c, with offerings quoted  $17@17\frac{1}{2}$ c. Outside cities, 8/15-lb., quoted around  $17\frac{1}{2}$ @18c, nom.; mixed cities and countries around  $15@15\frac{1}{2}$ c; straight countries  $12@12\frac{1}{2}$ c. Chicago city light calf and deacons sold at \$1.30, or 5c off.

**KIPSKINS** — Packers moved their April kipskins productions earlier at 14c for northern natives and 13c for northern over-weights, southern a cent less; a few branded sold at 11c.

Chicago city kipskins dull and quoted  $12@12\frac{1}{2}$ c, with top last paid. Outside cities around 12c, nom.; mixed cities and countries about 11c; straight countries  $9\frac{1}{2}$ @10c.

Packer regular slunks \$1.25 asked, with \$1.20 last paid.

**HORSEHIDES** — Market about unchanged; demand light but occasional sales reported. Choice city renderers, with full manes and tails, range  $\$3.60@3.75$ , f.o.b. shipping points, with ordinary trimmed lots  $\$3.40@3.50$  delivered Chicago. Mixed city and country lots  $\$3.10@3.25$ , delivered Chicago.

**SHEEPSKINS** — Dry pelts continue easy and quoted  $14@16$ c, delivered Chicago for full wools. Good demand this week for big packer shearlings and production has increased; total of 48,000 reported at \$1.10 for No. 1's, 85c for No. 2's, and  $57\frac{1}{2}$ c for No. 3's or clips, or 10c advance on all descriptions. Small packer shearlings quotable usually half-price. Pickled skins steady; old skins well cleaned up, with last trading at  $\$5.37\frac{1}{2}$  per doz. for a car lambs, and  $\$6.37\frac{1}{2}$  per doz. for sheep; production will be light this month and Mays not yet offered. Packer wool pelts steady around \$2.40 per cwt. live lamb, some quoting  $\$2.30@2.40$  per cwt., or in a range of  $\$1.90@2.05$  each;  $\$2.40$  per cwt. last reported paid. Outside small packer pelts range \$1.40 each for string lots up to  $\$1.50@1.65$  for choice lots.

### New York

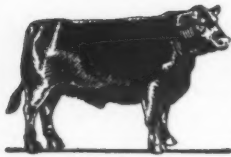
**PACKER HIDES** — One New York packer sold 2,100 Apr. native steers mid-week at 12c, or a cent down from last actual trading price. Other packers hold their April hides intact, and three packers are still holding about 4,000 Mar. native steers. Action awaited on steers in the western market to establish price basis here.

**CALFSKINS** — Calfskins a shade easier, on the sale of about 15,000 packer calf this week at \$2.10 for 7-9's and \$2.65 for 9-12's 5/7's quotable around \$1.60, and 12/17 veal kips \$3.00 last paid. Collectors' calf nominally  $10@15$ c under these prices.

### CHICAGO HIDE MOVEMENT

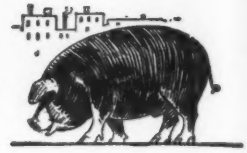
Receipts of hides at Chicago for the week ended May 2, 1936, were 4,178,000 lbs.; previous week, 3,841,000 lbs.; same week last year, 6,071,000 lbs.; from January 1 to May 2 this year, 77,377,000 lbs.; same period a year ago, 97,998,000 lbs.

Shipments of hides from Chicago for the week ended May 2, 1936, were 4,657,000 lbs.; previous week, 3,417,000 lbs.; same week last year, 7,134,000 lbs.; from January 1 to May 2 this year, 69,749,000 lbs.; same period a year ago, 127,248,000 lbs.



# Live Stock Markets

## Weekly Review



### LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, May 7, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt., 140-160 lbs.,					
Good-choice	\$9.75@10.15	\$9.60@10.15	\$9.25@ 9.60	\$9.40@ 9.75	\$9.80@ 9.85
Medium	9.35@ 9.85	9.25@10.00	.....	9.25@ 9.50	9.25@ 9.80
Lt. wt., 160-180 lbs.,					
Good-choice	9.85@10.20	10.00@10.15	9.50@ 9.65	9.50@ 9.75	9.80@ 9.85
Medium	9.50@ 9.90	9.75@10.00	.....	9.35@ 9.65	9.25@ 9.80
Lt. wt., 180-200 lbs.,					
Good-choice	9.90@10.35	10.00@10.20	9.55@ 9.65	9.65@ 9.80	9.80@ 9.85
Medium	9.50@10.00	9.75@10.05	.....	9.45@ 9.70	9.25@ 9.80
Med. wt.,					
200-220 lbs., gd.-ch.	10.00@10.35	9.95@10.15	9.50@ 9.65	9.70@ 9.85	9.70@ 9.80
220-250 lbs., gd.-ch.	9.85@10.30	9.70@10.10	9.20@ 9.55	9.65@ 9.85	9.50@ 9.70
Hvy. wt.,					
250-290 lbs., gd.-ch.	9.55@ 9.95	9.50@ 9.80	8.80@ 9.30	9.25@ 9.75	9.15@ 9.55
290-350 lbs., gd.-ch.	9.25@ 9.65	9.35@ 9.60	8.00@ 9.00	9.10@ 9.35	8.90@ 9.25
PACKING SOWS:					
275-350 lbs., good	8.75@ 9.00	9.00@ 9.15	8.50 only	8.60@ 8.75	8.50@ 8.65
350-425 lbs., good	8.60@ 8.75	8.85@ 9.10	8.50 only	8.45@ 8.65	8.50@ 8.60
425-550 lbs., good	8.50@ 8.60	8.75@ 9.00	8.40@ 8.50	8.25@ 8.50	8.40@ 8.50
275-550 lbs., medium	8.25@ 8.50	8.25@ 9.00	8.15@ 8.40	8.00@ 8.50	8.30@ 8.50
SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice	8.75@ 9.85	9.15@ 9.75	9.00@ 9.40	9.00@ 9.65	9.85@10.15
Medium	8.25@ 9.75	8.65@ 9.60	8.75@ 9.25	8.50@ 9.40	.....
Slaughter Cattle, Calves and Vealers:					
STEERS, 550-900 lbs.,					
Choice	8.50@ 9.75	.....	.....	.....	.....
Good	7.75@ 8.50	7.50@ 8.50	7.50@ 8.25	7.50@ 8.25	7.35@ 8.35
Medium	7.75@ 8.50	6.50@ 7.50	6.75@ 7.50	6.50@ 7.50	6.25@ 7.50
Common (plain)	6.00@ 6.75	6.00@ 6.75	5.50@ 6.75	5.75@ 6.75	5.15@ 6.25
STEERS, 900-1100 lbs.,					
Prime	.....	.....	8.25@ 9.00	8.25@ 9.00	.....
Choice	8.50@ 9.50	.....	8.25@ 9.00	8.25@ 9.00	.....
Good	7.75@ 8.50	7.50@ 8.50	7.50@ 8.25	7.50@ 8.25	7.35@ 8.25
Medium	6.75@ 7.75	6.75@ 7.75	6.75@ 7.50	6.75@ 7.50	6.25@ 7.50
Common (plain)	6.00@ 6.75	6.00@ 7.00	5.75@ 6.75	6.00@ 6.75	5.25@ 6.25
STEERS, 1100-1300 lbs.,					
Prime	8.50@ 9.50	.....	8.25@ 9.00	8.25@ 9.00	.....
Choice	7.75@ 8.50	7.50@ 8.50	7.50@ 8.25	7.50@ 8.25	7.25@ 8.15
Medium	6.75@ 7.75	7.00@ 7.75	6.75@ 7.75	6.75@ 7.50	6.25@ 7.35
STEERS, 1300-1500 lbs.,					
Prime	8.50@ 9.50	.....	8.25@ 9.00	8.25@ 9.00	.....
Choice	7.75@ 8.50	7.75@ 8.75	7.50@ 8.25	7.50@ 8.25	7.15@ 8.00
HEIFERS, 550-750 lbs.,					
Choice	8.00@ 8.75	8.00@ 8.50	7.50@ 8.25	7.75@ 8.50	7.50@ 8.00
Good	7.50@ 8.00	7.50@ 8.00	6.75@ 7.50	7.00@ 7.75	6.85@ 7.65
Common (plain), medium	5.75@ 7.50	6.00@ 7.50	5.25@ 6.75	5.25@ 7.00	4.85@ 7.00
HEIFERS, 750-900 lbs.,					
Good-choice	7.50@ 8.75	.....	6.75@ 8.25	7.00@ 8.50	6.75@ 8.00
Common (plain), medium	5.75@ 7.50	.....	5.25@ 7.00	5.25@ 7.00	4.85@ 6.90
COWS:					
Choice	5.75@ 6.50	6.00@ 6.50	5.75@ 6.50	5.75@ 6.50	5.25@ 6.00
Good	5.00@ 5.75	5.00@ 6.00	4.75@ 5.75	4.75@ 5.75	4.60@ 5.50
Common (plain), medium	3.50@ 5.00	3.25@ 5.00	3.50@ 5.00	3.50@ 4.75	3.25@ 4.75
Low cutters-cullers	.....	.....	.....	.....	.....
BULLS (Yearlings excluded):					
Good (beef)	6.25@ 6.75	6.00@ 6.50	5.50@ 6.00	5.75@ 6.25	5.35@ 5.75
Cutter, common (plain), med.	5.50@ 6.10	6.00@ 6.00	4.50@ 5.50	4.50@ 5.75	4.25@ 5.35
VEALERS:					
Good-choice	8.00@ 9.50	7.50@ 8.75	7.50@ 9.50	7.50@ 9.00	7.00@ 9.00
Good	7.00@ 8.00	6.00@ 7.50	6.00@ 7.50	6.00@ 7.50	6.00@ 7.00
Cull-common (plain)	5.50@ 7.00	4.00@ 6.00	4.50@ 6.00	4.00@ 5.00	4.00@ 6.00
CALVES, 250-500 lbs.,					
Good-choice	6.25@ 9.25	6.50@ 8.50	6.00@ 8.00	6.25@ 7.75	6.50@ 8.50
Common (plain), medium	5.00@ 8.25	4.00@ 6.50	4.50@ 6.00	4.00@ 6.50	4.50@ 6.50
Lambs and Sheep:					
LAMBS, spring:					
Choice	11.50@12.00	11.25@11.50	10.75@11.25	10.25@11.10	.....
Good	11.00@11.50	10.75@11.25	10.25@10.75	9.75@10.25	.....
Medium	10.25@11.00	9.75@10.75	9.25@10.25	8.75@ 9.75	.....
Common (plain)	9.00@10.25	8.25@ 9.75	8.00@ 9.25	7.75@ 8.75	.....
LAMBS (wooled):					
Choice	11.35@11.60	.....	10.75@11.25	10.25@10.75	10.75@11.25
Good	11.10@11.45	.....	10.25@10.75	9.75@10.25	10.25@10.85
Medium	10.50@11.15	.....	9.75@10.25	8.75@ 9.75	9.75@10.25
Common	8.75@10.50	.....	8.75@ 9.75	7.75@ 8.75	8.75@ 9.75
LAMBS (shorn):					
Choice	9.65@ 9.90	9.75@10.50	9.25@ 9.75	8.75@ 9.00	9.15@ 9.60
Good	9.35@ 9.75	9.25@ 9.85	9.00@ 9.25	8.25@ 8.75	8.75@ 9.25
Medium	8.25@ 9.35	8.25@ 9.35	8.50@ 9.00	7.50@ 8.25	.....
Common	7.25@ 8.35	.....	.....	6.50@ 7.50	.....
YEARLING WETHERS (wooled):					
Good-choice	9.50@10.25	8.50@ 9.25*	9.50@10.00	7.25@ 8.00*	.....
Medium	8.00@ 9.50	7.50@ 8.50*	8.50@ 9.50	6.50@ 7.25*	.....
EWES (wooled):					
Good-choice	5.50@ 6.50	4.75@ 5.50*	5.00@ 6.50	4.25@ 5.00*	4.25@ 5.25
Common-medium	4.25@ 5.50	2.25@ 4.75*	3.50@ 5.00	2.50@ 4.25*	3.00@ 4.25

\*Shorn.

### CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., May 7, 1936.—At 20 concentration points and 9 packing plants in Iowa and Minnesota, truck hogs, good to choice, 180 to 220 lbs., mostly \$9.50@9.70; occasional deliveries, \$9.75@9.80. Rail consignments \$9.95. Hogs weighing 220 to 250 lbs., off truck, \$9.40@9.70; 250 to 290 lbs., \$9.10@9.45; 290 to 350 lbs., \$8.80@9.15; 160 to 180 lbs., \$9.20@9.50; light lights, \$8.55@9.20; light weight sows, \$8.30@8.60 and up to \$8.80; slightly higher off cars. Heavy and medium weight sows, \$7.90@8.45, off trucks.

Receipts week ended May 7, 1936:

	This week.	Last week.
Friday, May 1.....	14,100	18,900
Saturday, May 2.....	14,300	19,500
Monday, May 4.....	35,600	46,000
Tuesday, May 5.....	16,800	17,500
Wednesday, May 6.....	21,400	18,300
Thursday, May 7.....	16,700	14,600

### CANADIAN LIVESTOCK PRICES

#### BUTCHER STEERS.

Up to 1,050 lbs.

Top prices	Week ended April 30.	Last week.	Same week, 1935.
Toronto.....	\$ 6.50	\$ 6.25	\$ 8.25
Montreal.....	6.00	6.00	7.50
Winnipeg.....	5.50	5.25	7.50
Calgary.....	5.00	5.00	7.50
Edmonton.....	5.00	5.00	7.50
Prince Albert.....	4.25	4.25	6.00
Moose Jaw.....	4.50	5.00	7.00
Saskatoon.....	4.50	4.50	6.25

#### VEAL CALVES.

Toronto.....	\$ 9.00	\$10.00	\$ 8.00
Montreal.....	8.00	8.00	6.00
Winnipeg.....	5.50	6.00	6.00
Calgary.....	6.00	6.00	6.50
Edmonton.....	6.50	6.00	5.50
Prince Albert.....	4.00	4.00	.....
Moose Jaw.....	5.50	5.50	6.00
Saskatoon.....	5.50	5.00	5.90

#### BACON HOGS.

Toronto.....	\$ 8.50	\$ 8.50	\$ 9.10
Montreal (1).....	9.00	9.00	9.00
Winnipeg (1).....	8.25	8.25	7.95
Calgary.....	7.00	7.85	7.60
Edmonton.....	7.40	7.25	7.05
Prince Albert.....	7.75	8.00	7.55
Moose Jaw.....	8.00	8.25	7.70
Saskatoon.....	7.85	7.90	7.45

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

#### GOOD LAMBS.

Toronto.....	\$11.00	\$11.00	\$ 7.25
Montreal.....	8.00	7.00	7.00
Winnipeg.....	8.75	8.00	6.00
Calgary.....	8.50	8.50	5.25
Edmonton.....	8.50	8.50	5.50
Prince Albert.....	6.25	.....	.....
Moose Jaw.....	7.50	7.00	5.50
Saskatoon.....	6.00	6.50	.....

### APRIL BUFFALO LIVESTOCK

Receipts and disposition of livestock, Buffalo, N. Y., for April, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts.....	18,060	26,814	25,052	52,541
Shipments.....	7,584	18,539	14,446	38,194
Local slaughters.....	10,252	8,303	10,029	13,872

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended May 2, 1936.

### CATTLE

	Week ended May 2, 1936	Prev. week, 1935	Cor. week, 1935
Chicago	33,305	28,094	20,078
Kansas City	15,875	17,532	16,424
Omaha	18,636	18,535	10,396
East St. Louis	14,140	14,288	15,143
St. Joseph	5,223	6,176	4,868
Sioux City	10,518	9,780	5,190
Wichita	2,903	3,759	2,995
Fort Worth	6,350	5,890	....
Philadelphia	2,132	2,062	1,941
Indianapolis	1,936	2,163	1,639
New York & Jersey City	9,676	9,643	8,705
Oklahoma City	5,937	6,084	5,597
Cincinnati	3,839	3,362	3,202
Denver	3,598	4,761	3,366
St. Paul	....	13,840	9,591
Milwaukee	3,752	3,539	2,768
Total	137,815	150,306	111,807

### HOGS

Chicago	70,600	67,080	61,511
Kansas City	28,605	30,698	25,473
Omaha	21,941	21,775	16,650
East St. Louis	43,789	44,137	28,756
St. Joseph	9,483	11,977	8,919
Sioux City	19,423	17,564	12,063
Wichita	6,282	5,928	3,806
Fort Worth	6,807	7,528	....
Philadelphia	14,428	13,064	13,083
Indianapolis	7,704	5,438	7,491
New York & Jersey City	39,432	39,595	29,428
Oklahoma City	8,237	8,982	5,990
Cincinnati	11,879	12,897	10,961
Denver	4,700	6,007	4,863
St. Paul	38,816	28,397	11,936
Milwaukee	10,366	10,658	6,771
Total	342,592	331,365	247,800

### SHEEP

Chicago	37,781	46,819	55,950
Kansas City	33,410	22,514	50,464
Omaha	25,636	15,131	27,274
East St. Louis	8,489	8,454	11,829
St. Joseph	24,285	20,146	23,592
Sioux City	7,757	6,343	16,884
Wichita	4,087	2,503	3,101
Fort Worth	27,276	15,385	....
Philadelphia	4,748	4,905	5,116
Indianapolis	4,441	2,968	2,250
New York & Jersey City	60,306	57,768	59,825
Oklahoma City	2,820	1,650	3,538
Cincinnati	1,470	2,011	1,260
Denver	6,970	7,397	7,093
St. Paul	....	3,413	4,054
Milwaukee	1,895	1,545	634
Total	251,281	210,042	272,864

## U. S. INSPECTED HOG KILL

Kill at 8 points week ended May 1, 1936:

	Week ended May 1, 1936	Prev. week, 1935	Cor. week, 1935
Chicago	70,600	67,080	68,427
Kansas City, Kans.	28,605	30,698	25,473
Omaha	21,941	21,775	16,390
St. Louis & East St. Louis	43,789	44,137	39,806
Sioux City	19,423	15,740	10,729
St. Joseph	9,483	11,709	9,744
St. Paul	28,596	28,397	16,732
N. Y., Newark and J. C.	38,916	39,895	29,498
Total	259,323	259,431	218,778

## RECEIPTS AT CHIEF CENTERS

Week ended May 2, 1936:

	Cattle	Hogs	Sheep
At 20 markets:			
Week ended May 2	188,000	304,000	315,000
Previous week	188,000	317,000	255,000
1935	153,000	268,000	313,000
1934	220,000	476,000	281,000
1933	185,000	555,000	338,000
At 11 markets:			
Week ended May 2	237,000	258,000	258,000
Previous week	220,000	240,000	240,000
1935	220,000	240,000	240,000
1934	220,000	240,000	240,000
1933	220,000	240,000	240,000
At 7 markets:			
Week ended May 2	142,000	209,000	180,000
Previous week	144,000	218,000	160,000
1935	109,000	187,000	222,000
1934	171,000	351,000	184,000
1933	139,000	375,000	216,000
1932	134,000	355,000	220,000

## HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 10 principal public markets, Mar., 1936:

Mar., 1936, Feb., 1936, Mar., 1935.

	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.	Cost Per Cwt.
Chicago	246	\$10.24	233	\$10.37	238	\$9.09
East St. Louis	214	10.28	214	10.29	209	8.95
Kansas City	221	10.10	212	10.03	227	8.89
Omaha	232	9.90	237	9.90	225	8.83
Sioux City	256	9.87	242	9.77	228	8.83
South St.	231	9.96	213	9.93	223	8.96
Joseph	238	9.83	232	9.75	213	9.00
South St. Paul	245	9.93	239	10.05	219	8.95
Denver	213	9.48	212	9.41	197	8.82
Fort Worth	228	9.92	225	9.85	233	8.82
Wichita	228	9.92	225	9.85	233	8.82

## MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

### WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending May 2, 1936	9,392½	2,726	3,037
Week previous	9,079	2,842	2,880
Same week year ago	8,557½	1,922	2,246
COWS, carcass			
Week ending May 2, 1936	1,275	806	1,521
Week previous	1,323½	1,104	1,483
Same week year ago	1,171	1,256	1,799
BULLS, carcass			
Week ending May 2, 1936	218	450	30
Week previous	290	324	20
Same week year ago	236	344	28
VEAL, carcass			
Week ending May 2, 1936	21,634	1,759	728
Week previous	18,946	1,872	761
Same week year ago	12,250	2,051	794
LAMB, carcass			
Week ending May 2, 1936	21,352	8,464	13,981
Week previous	21,985	9,632	13,513
Same week year ago	36,071	14,017	17,733
MUTTON, carcass			
Week ending May 2, 1936	1,750	525	905
Week previous	1,448	210	411
Same week year ago	2,285	1,241	546
PORK CUTS, lbs.			
Week ending May 2, 1936	1,280,468	331,101	263,241
Week previous	1,765,563	285,259	383,588
Same week year ago	1,216,772	372,337	234,800
BEEF CUTS, lbs.			
Week ending May 2, 1936	451,597	....	....
Week previous	474,632	....	....
Same week year ago	571,704	....	....

### LOCAL SLAUGHTERS.

	NEW YORK.	PHILA.	BOSTON.
CATTLE, head			
Week ending May 2, 1936	9,676	2,132	....
Week previous	9,643	2,002	....
Same week year ago	8,705	1,845	....
CALVES, head			
Week ending May 2, 1936	17,084	2,793	....
Week previous	15,088	2,654	....
Same week year ago	16,094	4,054	....
HOGS, head			
Week ending May 2, 1936	39,432	14,428	....
Week previous	39,397	13,004	....
Same week year ago	29,428	13,083	....
SHEEP, head			
Week ending May 2, 1936	60,306	4,748	....
Week previous	57,768	4,905	....
Same week year ago	59,825	5,116	....

**ECONOMY  
DICTATES**

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, May 2, 1936, as reported to THE NATIONAL PROVISIONER:

### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,772	3,206	3,247
Swift & Co.	4,051	3,040	7,471
Morris & Co.	2,436	.....	1,884
Wilson & Co.	5,067	2,704	3,189
Anglo-Am. Prov. Co.	960	.....	.....
G. H. Hammond Co.	2,862	.....	.....
Shippers	9,871	7,215	10,487
Others	10,781	10,767	12,516
Brennan Pkg. Co., 3,234 hogs; Western Pkg. Co., Inc., 1,654 hogs; Agar Pkg. Co., 3,385 hogs.			
Total: 41,807 cattle; 7,432 calves; 53,807 hogs; 38,794 sheep.			
Not including 1,369 cattle, 566 calves, 30,444 hogs and 9,474 sheep bought direct.			

### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,857	505	2,955	2,876
Cudahy Pkg. Co.	1,935	720	1,285	5,117
Morris & Co.	1,128	239	.....	2,604
Swift & Co.	1,842	657	3,535	3,635
Wilson & Co.	1,890	837	1,569	4,862
Kornblum & Son.	942	.....	.....	.....
Independent Pkg. Co.	.....	106	.....	.....
Others	3,217	106	2,477	14,316
Total	12,811	3,064	11,087	33,410
Not including 20,520 hogs bought direct.				

### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour and Co.	5,731	6,560	5,065
Cudahy Pkg. Co.	4,825	4,270	10,535
Dold Pkg. Co.	1,014	3,264	.....
Morris & Co.	1,257	63	1,092
Swift & Co.	5,167	3,820	5,167
Others	.....	6,827	.....
Eagle Pkg. Co., 12 cattle; Grt. Omaha Pkg. Co., 100 cattle; Geo. Hoffman Pkg. Co., 81 cattle; Lewis Pkg. Co., 539 cattle; Omaha Pkg. Co., 160 cattle; John Roth & Sons, 96 cattle; So. Omaha Pkg. Co., 74 cattle; Lincoln Pkg. Co., 267 cattle; Wilson & Co., 606 cattle.			
Total: 10,929 cattle and calves; 24,807 hogs; 22,759 sheep.			
Not including 1,422 hogs and 2,642 sheep bought direct.			

### EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,591	1,946	5,920	3,894
Swift & Co.	2,672	2,062	5,323	3,858
Morris & Co.	990	.....	346	.....
Hunter Pkg. Co.	1,065	1,610	3,460	180
Hell Pkg. Co.	.....	2,005	.....	.....
Krey Pkg. Co.	.....	2,314	.....	.....
Laclede Pkg. Co.	.....	1,461	.....	.....
Shippers	3,533	3,302	12,943	2,357
Others	2,359	.....	9,708	548
Total	12,203	8,890	43,516	10,846
Not including 1,351 cattle, 4,292 calves, 25,990 hogs and 824 sheep bought direct.				

### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	1,657	539	5,392	16,293
Armour and Co.	1,740	476	4,244	7,992
Others	1,404	82	1,258	8,061
Total	4,801	1,097	10,894	32,346
Not including 309 cattle bought direct.				

### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	3,751	162	6,957	3,519
Armour and Co.	3,418	133	7,501	2,040
Swift & Co.	2,593	194	4,598	2,198
Shippers	4,150	132	2,101	1,415
Others	247	18	29	.....
Total	14,161	639	20,986	9,172

### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,776	954	3,869	159
Wilson & Co.	1,922	956	3,840	2,521
Others	210	90	528	.....
Total	3,908	2,000	8,237	2,680
Not including 29 cattle and 140 sheep bought direct.				

### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,424	96	1,447	13,560
Swift & Co.	1,279	170	1,069	15,592
Others	2,023	366	1,796	15,928
Total	4,726	632	4,252	45,080

### FORT WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,948	1,097	2,799	13,066
Swift & Co.	2,962	994	3,597	14,268
City Pkg. Co.	246	29	282	.....
Blue Bonnett Co.	105	42	126	.....
H. Rosenthal Co.	59	20	3	2
Total	6,350	2,182	6,807	27,276

### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,317	3,467	8,629	830
Cudahy Pkg. Co.	1,028	1,380	.....	304
Swift & Co.	6,807	5,498	12,464	1,970
United Pkg. Co.	2,963	387	.....	.....
Others	2,121	379	.....	.....
Total	16,936	11,111	25,773	3,104
Not including 479 sheep bought direct.				

### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	894	848	2,539	4,053
Dold Pkg. Co.	652	43	1,821	94
Wichita D. B. Co.	16	.....	.....	.....
Dunn-Ostertag	145	.....	.....	.....
Fred W. Dold	112	.....	376	.....
Sunflower Pkg. Co.	64	.....	100	.....
Sowest Beef Co.	29	.....	.....	.....
Total	2,012	891	4,845	4,067
Not including 1,437 hogs bought direct.				

### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,127	6,297	10,217	1,676
U. D. B. Co., N. Y.	50	.....	.....	.....
Omaha Pkg. Co., Chi.	193	.....	.....	.....
Armour & Co., Mil.	956	3,244	.....	.....
Armour & Co., Chi.	20	.....	.....	.....
N. Y. B. D. M. Co.	40	.....	.....	.....
R. Gumz & Co.	63	87	.....	.....
Shippers	127	25	131	5
Others	659	684	28	215
Total	4,215	10,337	10,370	1,896

### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,936	1,215	6,446	4,439
Armour and Co.	1,185	459	2,075	.....
Hilgemeyer Bros.	6	.....	1,012	.....
Stumpf Bros.	.....	104	.....	.....
Schussler Pkg. Co.	36	.....	137	.....
Meier Pkg. Co.	100	8	230	.....
Indiana Prov. Co.	16	32	110	6
Maass-Hartman Co.	43	6	.....	.....
Art Wabnitz	4	160	.....	13
Shippers	2,517	2,041	13,950	2,084
Others	809	130	261	89
Total	6,652	4,042	24,334	6,631

### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.	.....	39	.....	94
Ideal Pkg. Co.	65	45	371	.....
E. Kahn's Sons.	1,035	842	5,282	67
Lohrey Pkg. Co.	9	.....	181	.....
H. H. Meyer Pkg. Co.	13	.....	3,372	.....
J. Schlachter's Son.	123	190	.....	33
J. & F. Schroth Pkg.	28	.....	2,601	.....
J. P. Stegner & Co.	390	172	.....	.....
Shippers	187	457	2,872	163
Others	1,398	690	304	238
Total	3,218	2,444	14,953	595
Not including 515 cattle, 109 calves, 2,000 hogs and 1,011 sheep bought direct.				

### RECAPITULATION.

	CATTLE.	Week ended May 2.	Prev. week.	Cor. week.
Chicago	41,807	38,183	27,870	.....
Kansas City	12,811	14,115	12,741	.....
Omaha	10,929	10,891	11,182	.....
East St. Louis	12,203	13,728	13,067	.....
St. Joseph	4,801	4,981	3,923	.....
Sioux City	14,161	12,578	6,473	.....
Oklahoma City	3,908	3,804	3,998	.....
Wichita	2,012	2,467	2,007	.....
Denver	4,726	4,740	3,201	.....
St. Paul	16,936	16,879	10,732	.....
Milwaukee	4,215	4,005	2,988	.....
Indianapolis	6,652	7,362	6,380	.....
Cincinnati	3,218	2,703	3,140	.....
Fort Worth	6,350	5,850	.....	.....
Total	153,738	151,283	107,692	.....

### HOGS.

	CATTLE.	Week ended May 2.	Prev. week.	Cor. week.
Chicago	53,807	38,539	34,615	.....
Kansas City	11,987	12,878	9,707	.....
Omaha	24,807	26,960	26,074	.....
East St. Louis	43,516	44,734	41,636	.....
St. Joseph	10,894	13,437	10,015	.....
Sioux City	20,986	21,039	15,993	.....
Oklahoma City	8,237	8,982	5,582	.....
Wichita	4,845	5,096	3,569	.....
Denver	4,252	5,375	4,624	.....
St. Paul	25,773	26,864	13,446	.....
Milwaukee	10,370	10,198	6,782	.....
Indianapolis	24,334	25,352	22,857	.....
Cincinnati	14,953	14,858	13,738	.....
Fort Worth	6,807	7,528	.....	.....
Total	265,574	261,752	208,638	.....

### SHEEP.

	CATTLE.	Week ended May 2.	Prev. week.	Cor. week.
Chicago	38,794	53,673	48,398	.....
Kansas City	33,410	22,514	50,464	.....
Omaha	22,759	11,404	21,281	.....
East St. Louis	10,846	11,233	14,384	.....
St. Joseph	32,346	22,362	31,659	.....
Sioux City	9,172	6,369	15,367	.....
Oklahoma City	2,680	1,485	3,538	.....
Wichita	4,087	2,503	3,101	.....
Denver	45,080	47,849	40,871	.....
St. Paul	3,104	3,413	4,057	.....

Milwaukee	1,896	1,545	694
Indianapolis	6,631	7,220	3,502
Cincinnati	585	549	1,594
Fort Worth	27,270	15,385	.....
Total	238,685	208,684	239,120

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 27	15,250	1,334	19,517	9,114
Tues., April 28	10,352	2,067	17,321	3,794
Wed., April 29	11,941	1,947	11,753	5,776
Thurs., April 30	4,978	1,855	10,831	14,726
Fri., May 1	1,094	564	7,546	3,313
Sat., May 2	500	100	4,500	2,000
Total this week	44,115	8,407	71,468	38,708
Previous week	38,734	7,633	68,244	69,332
Year ago	27,855	8,812	69,241	65,870
Two years ago	43,314	10,924	114,537	55,100

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., April 27	3,258	117	2,710	2,653
Tues., April 28	2,024	173	1,075	968
Wed., April 29	2,771	.....	904	1,596
Thurs., April 30	1,486	231	975	1,871
Fri., May 1	290	.....	1,170	584
Sat., May 2	100	.....	100	100
Total this week	9,938	521	6,934	7,371
Previous week	11,438	303	6,057	15,208
Year ago	8,145	404	8,674	13,909
Two years ago	11,370	424	6,113	9,430

Total receipts for month and year to May 2:

	1936.	1935.	1936.	1935.
Cattle	1,594	10,120	648,165	640,087
Calves	684	3,672	129,841	177,173
Hogs	12,046	33,578	1,287,788	1,434,822
Sheep	5,319	58,164	907,022	1,268,162

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended May 2	\$8.25	\$10.25	\$ 5.85	\$11.25
Previous week	8.35	10.65	5.60	11.10
1935	11.40	8.95	4.00	7.75
1934	7.00	3.70	4.70	9.85
1933	5.25	3.90	2.35	5.85
1932	6.20	3.55	1.50	6.25
1931	7.50	6.80	2.85	8.85</

## STOCK EXPORTS ALARM CANADA

Canadian cattle interests are discussing the possible effect on U. S.-Canadian trade relations of recent large shipments of cattle to this country. They believe heavy shipments may exhaust the quota permitted to enter under the new trade agreement before grass fed stock is marketed in the fall. George R. Ross, one of the largest ranch owners in Alberta, recently pointed out that 125 cars went to the St. Paul yards on April 27. He fears the reaction of American livestock raisers to heavy marketings.

Ranchers are conferring on some method of rationing the supply for export. Unless this is done, it is believed the Canadian government may have to take steps to prevent low prices and unfavorable American comment on flooding. Surplus stock on the range is being depleted rapidly and when this supply is exhausted, rationing may not be necessary.

## ST. LOUIS HOGS IN APRIL

Receipts, weights and range of top prices for hogs at National Stock Yards, Ill., for April, 1936, with comparisons, reported by H. L. Sparks & Co.

	April, 1936.	April, 1935.
Receipts, No. ....	183,533	187,207
Average weight, lbs. ....	214	212
Top prices:		
Highest .....	\$11.00	\$9.25
Lowest .....	10.60	8.55
Average cost .....	10.49	8.82

Pigs and light lights are getting very scarce. Sows are scarce, which indicates holding for future breeding. Quality improving.

## PACIFIC COAST LIVESTOCK

Receipts five days ended May 1, 1936:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles .....	5,737	866	544	1,536
San Francisco .....	1,150	65	2,500	1,050
Portland .....	2,250	245	5,100	2,555
DIRECTS—Los Angeles: Cattle, 74 cars; hogs, 80 cars; sheep, 57 cars. San Francisco: Cattle, 250 head; calves, 115 head; hogs, 1,500 head; sheep, 3,450 head.				

## KINDS OF LIVESTOCK KILLED

Classification of livestock slaughtered under federal inspection in the United States during March:

	Cattle— (000 omitted.)				Hogs—	Sheep and lambs—		
	Steers.	Cows and heifers.	Bulls and stags.	Sows.	Barrows.	Stags and boars.	Lambs and yearlings.	Sheep.
NUMBER.								
Mar., 1936	359	367	37	1,206	1,392	18	1,288	35
Feb., 1936	346	367	29	1,080	1,227	13	1,187	127
10-yr. Mar. av.	346	312	22	1,076	1,861	19	1,173	62
PER CENT.								
Mar., 1936	47.00	48.15	4.85	46.14	53.10	.67	93.79	6.21
Feb., 1936	46.64	49.43	3.93	46.57	52.89	.54	90.34	9.06
10-yr. Mar. av.	50.88	45.88	8.24	47.13	52.33	.54	94.98	5.02

## MORE LIVESTOCK BY TRUCK

Motor trucks hauled 36,170,870 head of livestock to market in 1935, according to Arthur C. Butler, manager of the motor truck department of the Automobile Manufacturers' Association. This was 45 per cent of total receipts. Truck movement of livestock in 1935 was 21 per cent above that for 1934.

This increased use of motor vehicles was attributed "to the fact that the farmer can take advantage of a favorable market on short notice and also to the fact that the loss due to shrinkage in the weight of his stock while en route from farm to market is minimized when trucks are used."

## CALIF. INSPECTED SLAUGHTER

State-inspected kill in March, 1936:

	Number.
Cattle .....	51,632
Calves .....	33,520
Sheep .....	107,800
Hogs .....	50,226

Meat food products produced:

	Lbs.
Sausage .....	2,262,050
Pork, beef .....	1,629,762
Lard and lard substitutes .....	1,298,201
Jerkey (beef) .....	75
Tripe .....	22,280
Chili .....	3,500
Total .....	5,215,877

## B. A. I. ADDS ANIMAL DIET UNIT

Expanding its research in nutrition in the field from which packers draw their primary material, the U. S. Bureau of Animal Industry has added an animal nutrition division, effective May 1. Dr. Paul E. Howe, who since 1924 has been senior biochemist in charge of nutrition investigations in the bureau's animal husbandry division, has been named chief of the new unit. The reorganization increases the emphasis on research dealing with problems of feeding farm animals. Any improvements in animal feeding practices are, in the long run, reflected in higher meat quality.

Dr. Howe, in addition to heading the new division, has been named an assistant chief of the bureau. He had had a broad background of experience in research in human and animal nutrition. Some of his studies in human diet have been of much importance to the meat industry.

## INTERNATIONAL SHOW ALBUM

Giving in complete detail all of the events of the 1935 International Live Stock Exposition and Grain and Hay Show, the annual review and album of the exposition is now off the press and available for distribution, says B. H. Heide, manager of the exposition and stock show.

The book consists of 330 pages and carries illustrations of all champion winners in the cattle, horse, sheep, and swine departments of the last International as well as photos of winning individuals and teams in the numerous contests participated in by college students and farm boys and girls. It is a valuable permanent history of this premier event of the annual show circuit.

Interesting general reviews of each breed competition, by well known live stock writers and show reviewers, are included, accompanied by lists of prize winners in each contest. Mr. Heide says that a limited number of the books have been printed and are obtainable at \$1.00 per copy, postpaid. Requests should be addressed to the Exposition office at the Union Stock Yards, Chicago, Illinois.

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4. More nutritious loaves and sausages.
5. Better texture and slicing quality.
6. Less danger of souring in warm weather.

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CITIES

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Insoluble in water — dirt, germ and grease proof — odorless and tasteless — easily unwrapped — West Carrollton Genuine Vegetable Parchment, used as meat wrappers, butter wrappers, or carton liners remains the only sure protection from outside contamination or loss of flavor. Three generations of users of quality meat products have come to know its sanitary qualities and convenience and that no so-called substitute adequately serves these important functions.

**THE WEST CARROLLTON  
PARCHMENT COMPANY  
WEST CARROLLTON + + OHIO**

OUR 40th YEAR SERVING THE FOOD INDUSTRY



# Up and down the MEAT TRAIL

## Meat Packing 40 Years Ago

(From The National Provisioner, May 9, 1896.)

Indianapolis Abattoir Co., Indianapolis, Ind., built five new smokehouses with total capacity of 15,000 lbs.

Tri-City Packing Co., Davenport, Ia., opened its new plant, double the capacity of the one recently destroyed by fire.

Spokane Meat Co., Spokane, Wash., was incorporated by members of old Sprague Packing Co.

New England Beef Co. and Hammond Beef Co., Boston, were incorporated in Massachusetts.

Gus V. Brecht, head of the Brecht Co., St. Louis, and Jake Plaut, of Plaut Stretch, New York, were Chicago visitors.

Joseph Thayer retained his connection with H. O. Armour & Co., and was made New York Produce Exchange representative for the company.

New York business of Cudahy Packing Co., So. Omaha, Neb., was in charge of W. S. Banker.

Thomas Sinclair, Belfast, Ireland, was a New York visitor.

Berth. Levi & Co., well-known sausage casings dealers, moved to new quarters at 82 Pearl st., New York City.

## Meat Packing 25 Years Ago

(From The National Provisioner, May 13, 1911.)

Heavy increase in April hog marketings compared with those of April, 1910, showed marketings at eight principal points as 600,000 head more. For the first four months of the year 1,600,000 more hogs were marketed than in the like period of 1910.

In the United States court at Chicago Judge Carpenter ruled that the Sherman anti-trust law applied to the packers' cases.

Swarzschild & Sons Co. opened model cold storage building in connection with New York City plant. "A peculiar system of refrigeration called the curtain system" was installed to chill the main sales coolers.

A. J. Seitz purchased St. Joseph Sausage Works, St. Joseph, Mo., and made extensive improvements.

Richmond Abattoir, Richmond, Ind., was sold to A. E. Anderson.

Sales of Cudahy Packing Co. for fiscal year ended October 20, 1910, totaled

\$93,315,000, compared with \$84,420,000 in preceding fiscal year.

W. A. Johns, Swift export department, Chicago, assumed management of the company's Jersey City plant, following resignation of F. B. Cooper.

J. W. Wheeler was given charge of Swift & Company's butterine business for the entire Eastern territory.

## Chicago News of Today

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 25,732 cattle, 6,428 calves, 28,464 hogs and 11,085 sheep.

Packer visitors were scarce in Chicago this week. Most of them were participating in the Washington "trek" against the windfall tax.

Vice president L. W. Rowell of Swift & Co. spent a day in Washington this week on matters connected with the fertilizer industry.

Frank Kohrs, president, Kohrs Packing Co., Davenport, Ia., was a visitor in Chicago during the week.

R. C. Pollock, general manager, National Live Stock and Meat Board, left on Thursday for a week-end trip to Sioux City, Ia.

W. B. Allbright, president, Allbright-Nell Co., returned this week from a vacation trip to Florida.

Oscar G. Mayer, president Oscar Mayer & Co., and vice president of the Chicago Association of Commerce, at a meeting of the association this week was presented with a Hawaiian "lei" (wreath of flowers) by Lieut. Rowan, U. S. Army, in charge of the Hawaiian boxing team participating in the Olympic contests. Oscar said he "felt like a peony" as he stood with the wreath draped about his shoulders.

Isaac F. ("Ike") Brown, cattle buyer for Armour and Company, passed away on May 2, after a two week's illness. He was 70 years old and had been associated with Armour since 1894. Mr. Brown was born in Cincinnati, O., in 1865 and started buying cattle when 11 years old. He was widely known

throughout the meat and livestock industry.

Swift & Company entertained a delegation of Texans boosting the Dallas Centennial at luncheon on Monday. About a hundred people, including a band from the University of Texas, were in the party. Brief talks were made by Quin O'Brien, Col. Frank Knox of the Chicago Daily News, C. E. Snyder of the Drovers Journal and Governor James V. Alfred, heading the Texas delegation. Charles H. Swift, chairman of the board of Swift and Company, presided.

"The 1936 Meat Menu" was discussed at the annual convention of the Wisconsin Restaurant Association at Milwaukee, Wis., on Thursday, by John H. Moninger, department of public relations and trade, Institute of American Meat Packers.

## Living Trade Mark

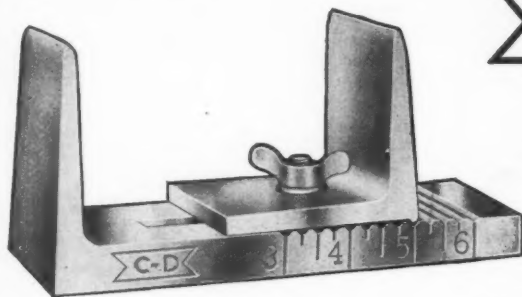
Oscar Mayer & Co., Inc., has adopted a living trademark in the person of "Little Oscar," known as the "world's smallest chef," who has been added to the company's sales staff.

Introduced at regional meetings of the regular sales staffs of the company, "Little Oscar" played a big part in launching the spring and summer promotional plans of the company. According to present arrangements, he will visit prominent stores throughout the Mid-West, conduct demonstrations,



"LITTLE OSCAR, THE CHEF."

Living trademark adopted by Oscar Mayer & Co., Inc., is only 42 inches tall and weighs 45 lbs. He will demonstrate the company's products in retail stores, at clubs, in cooking schools and in connection with other meat education activities.



## SAUSAGE LINKING EQUALIZER

made out of pure nickel aluminum, highly polished, divides from 3- to 6- and from 2- to 8-inch lengths. No breakage of casing — reduces linking time one third — easily adjusted — sanitary.

No sausage kitchen should be without this equalizer. Lasts a life time. For further information address —

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and NEVERFAIL, The Perfect Cure*

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Meets all state and federal pure food regulations.

### • HIGH TEST

... Because of this high jelly strength, it is economical to use.

### • TASTELESS

So that the true meat flavor is not obscured.

### • TRANSPARENT

so the meats can look their very best.

SWIFT & COMPANY General Offices: CHICAGO

appear before various clubs and cooking schools, give out meat samples and distribute autographed souvenirs. "Little Oscar" represents a "living trade mark." For some time a small chef has been used in the company's advertising and display materials. "Little Oscar" is the living counterpart of that trade character.

The midget lays claim to being the "world's smallest chef." He is 18 years of age, 42 in. in height, and weighs only 45 pounds when fully dressed. In those stores where he has already appeared, due to his small stature and winning personality, he has proved popular with shoppers.

### Countrywide News Notes

Smokehouse of Emmart Packing Co., Louisville, Ky., was damaged in a recent fire.

Final shipment of 130,000 lbs. of beef for the U. S. army at Manila, P. I., is being made by the Carstens Packing Co., Tacoma, Wash. This completes a government contract for over 2,000,000 lbs. in a year. Tovrea Packing Co., Phoenix, Ariz., has this year's contract.

Thomas J. McNamara, president, T. J. McNamara & Sons Co., Inc., sausage manufacturers, Bridgeport, Conn., died recently at the age of 78, after an illness of about two months.

Fairland Packing Co. has been formed at Fairland, Okla., to process and market a complete line of beef, pork and by-products.

Fire of undetermined origin destroyed a part of Cudahy Packing Co. buildings at Tama, Ia., which were leased to the Western Livestock Buyers.

Lawrence Schooltz, plant superintendent, G. M. Peet Packing Co., Chesaning, Mich., died on April 29, following an operation for appendicitis. He entered the employ of the company 14 years ago as a truck driver, worked up through the various departments to the position he held at the time of his death. He was well known in the industry as an especially capable operating man.

Maloney Packing Co. will operate the pork department formerly conducted by the Brighton Dressed Meat Co., 39 Commercial st., Boston, Mass. John E. Maloney continues as manager.

### New York News Notes

R. F. Eagle, vice president, and Allan McKenzie, chief engineer, Wilson & Co., Chicago, were visitors to New York last week.

Henry Schumacher, of vice president J. P. Spang's office, Swift & Company, Chicago, was in New York last week. Another visitor was Clarence M. Baldwin, transportation department, Swift & Company, Ltd., London, England,



### SAUSAGE DISPLAY TELLS SUCCESS STORY.

Making and merchandising appetizing sausage products like these, Joseph Slotkowski (right) president, Slotkowski Sausage Co., has built his firm from a delicatessen store to a processing company with a new and modern plant. His son, Leonard (left) is his right-hand man in the business. (Photo York Machinery Corp.)

who arrived on the s.s. Washington, April 30, to spend several months in the United States.

W. S. Fuller, district superintendent, Swift & Company, Philadelphia territory, was in New York for a few days last week.

Walter Netsch, head of the small stock department, Armour and Company, Chicago, was in New York last week and visited at the plant of the New York Butchers' Dressed Meat Company.

Meat, fish and poultry seized and destroyed by the health department of the city of New York during week ended May 2, 1936, were as follows: Meat—Brooklyn, 154 lbs.; Manhattan, 146 lbs.; total, 300 lbs. Fish—Brooklyn, 4 lbs.; Manhattan, 2 lbs.; total, 6 lbs. Poultry—Manhattan, 26 lbs.

Edward Greenebaum, president, E. Greenebaum Co., wholesale meat dealers, 328 East 103rd st., New York, passed away at his home on May 3 following a very short illness, in his 69th year. Funeral services were held at the Park Avenue Synagogue, May 5, at which were present members of the family and a large representation of meat packers, wholesalers and retailers. Mr. Greenebaum is survived by his widow, a daughter, Mrs. Hattie G. Stein, and a son, Moe, who will continue the business which has been in existence more than thirty-five years.

Fred Gohl, Inc., wholesale provision dealers, celebrated on May 3 their third anniversary and removal to new and larger quarters at 61 Second st., Mineola, L. I. Meats, poultry and specialties have been added to the company's regular line.

### Celebrate Plant Opening

Celebrating the opening of its enlarged and modernized sausage plant at 2017 West 18th st., Chicago, the Slotkowski Sausage Co. held open house for its friends in the meat industry on the afternoon of April 26. It is estimated that about 4,500 persons visited the new plant during the celebration.

Most departments in the Slotkowski plant were completely rebuilt and modernized in the building project. Improvements include a new exterior, sausage cooler, chilling room and pickle cellar. A beef cooler has also been built, as the company has added beef and veal to its line of products. Tile walls have been installed in rooms housing most of the plant departments, and up-to-date equipment for handling product has been put into use. The plant's new refrigeration system is Freon fin coil, installed by the York Ice Machinery Corp.

The Slotkowski Company makes a full line of sausage products and specialties. It also carries the Polish canned ham which has recently aroused so much interest in the meat trade. Joseph Slotkowski, president and founder of the firm, came to this country in 1912. The company was founded in 1918, beginning as a delicatessen store, advancing to a meat wholesaling business and finally into sausage manufacturing. It was located in South Chicago for several years, and later moved to its present location. Its growth, according to Mr. Slotkowski, has been the result of steady and hard work, always conforming to quality standards in product and sound rules of merchandising.





# For the Retail Meat Dealer



## How to Merchandise LARD

● It will Be Profitable  
for Dealer and Customer

### BOOST LARD SALES — NOW!

It's in the dollar and cents interest of the retailer to keep lard popular with the consuming public as the best all-purpose shortening. Lard is the meat dealer's shortening—he sells it in his store, buys it from packers with whom he is associated in the meat industry and uses it in his home. It is a direct product of his industry and must move profitably for both retailers and packers, bearing its share of pork costs.

The spring and summer months of 1936 offer the retailer a good opportunity to merchandise lard—not just sell it. Its price is lower than a year ago and can compete most favorably with other cooking fats which do not have its desirable qualities. The fresh fruit season is approaching when it can be used in making shortcakes, tarts and pies.

Have consumers forgotten about lard?

### Spotlight Lard Again

No, although some may be using other types of shortening. Most consumers remember lard as their original shortening, the one they learned to cook with, and when its advantages, economy and some of its new found qualities are pointed out in aggressive merchandising and advertising, will swing back to the perfect shortening.

Most retail dealers sell some lard, but those who sell the greatest volume at the greatest profit, give it the attention it deserves. They advertise and display lard and suggest its use to their housewife customers. For lard placed in a dark corner of the refrigerator case or hidden away in the cooler will not sell—except to the occasional customer who suggests that the meat dealer might sell her some.

Lard, perhaps more than any other meat product, must be sold on the basis of the finished foods it will make. Displays, posters and advertising should suggest the delicate-crusts pies, tender

cakes and rich brown doughnuts which can be produced with it. Dealers are able to secure posters and display sets which suggest these lard uses from many meat packers. Such posters can be used with lard cartons to build attractive displays.

### Samples Tell the Story

Another more concrete display which will attract attention in almost any retail store is to show cakes and cookies made with lard in conjunction with lard cartons and advertising posters. This will arouse the immediate interest of many housewives who have never used lard in making these particular products. Spice and chocolate cakes made with lard are especially attractive and flavorful and a small sample sliver will prove the retailer's point that lard is the best all-purpose shortening. Cookies made with lard are very tender and have a distinctive flavor that is popular.

What are some of the selling points the retailer can use in talking to the housewife?

### Lard's Selling Points

1. Lard is easily digestible. It is around 97 per cent digestible, or about the same as butter, according to the U. S. Department of Agriculture tests.
2. The shortening value of lard is high. Tender pie crusts can be made

with smaller quantities of lard than with other cooking fats.

3. Lard is soft and pliable and consequently, easily workable over a wide range of temperature.

4. Lard has a flavor of its own which gives foods cooked in or with it an appetizing aroma and taste. Other cooking fats do not possess this quality.

Modern lard cartons and containers used by meat packers are colorful and can be built into attractive displays. They are convenient for the housewife to handle and store in her refrigerator.

By applying good merchandising methods the meat dealer can build a steady demand for lard among his customers which will be continuously profitable and cut his overhead costs for his whole business. Lard is the meat dealer's shortening—and now is the time to sell it.

### RETAILERS' ANNUAL MEETING

Trends in meat store modernization, legislative aids to the retailer and changing business conditions are among the subjects which will be discussed by members of the National Association of Retail Meat Dealers when they meet for their annual convention at Cleveland, O., from August 2 to 6. Plans for the gathering are already being made by the Cleveland committee, of which A. S. Pickering is chairman and Geo. H. Bubel, secretary.

Harry Kerns, manager A. & P. store, Three Oaks, Mich., announces opening of new and modern meat department.

### LARD MAKES FINE CAKES.

Flavorful, moist and tender are the cakes and cookies made with lard. Sometimes housewives don't know about lard's versatility—how it is the best all-purpose shortening and cooking fat. Retailers who teach lard's quality and many uses increase their sales.



## RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

NEW YORK. CHICAGO.

	April 15, 1936.	April 15, 1936.	April 15, 1936.	April 15, 1936.	April 15, 1936.	April 15, 1936.
<b>Beef:</b>						
Potterhouse steak	.44	.40	.36	.30	.43	.32
Strain steak	.38	.43	.30	.34	.37	.27
Round steak	.35	.40	.28	.30	.33	.22
Rib roast, 1st 6 cuts	.51	.55	.23	.25	.29	.20
Chuck roast	.25	.26	.17	.21	.24	.14
Plate beef	.15	.15	.8	.13	.15	.9
<b>Lamb:</b>						
Legs	.27	.26	.23	.28	.25	.22
Loin chops	.41	.39	.38	.37	.35	.34
Rib chops	.34	.32	.29	.33	.30	.29
Stewing	.14	.12	.10	.16	.15	.11
<b>Pork:</b>						
Chops, center cuts	.35	.35	.25	.35	.33	.24
Bacon, strips	.58	.55	.24	.37	.34	.22
Bacon, sliced	.43	.40	.28	.43	.40	.27
Bacon, whole	.31	.29	.20	.28	.25	.17
Hams, smoked	.23	.20	.14	.22	.20	.13
Picnic	.18	.20	.11	.15	.18	.10
<b>Veal:</b>						
Cutlets	.44	.43	.36	.35	.35	.30
Loin chops	.37	.36	.29	.29	.28	.24
Rib chops	.31	.32	.25	.26	.25	.21
Stewing (breast)	.16	.17	.11	.14	.13	.10

\*Top round at New York.

## NEWS OF THE RETAILERS

J. Schultz opened meat market at 1825 Wabansia ave., Chicago.

Fred Erhart, formerly of Chicago, has opened the Wheaton Food Mart at 133 Hale st., Wheaton, Ill.

Bill Heller has opened an up-to-date meat market at 3581 Fullerton ave., Chicago.

Peter Faranof opened a meat market at Steelton, Pa., recently.

The Evergreen Meat Market, 415 4th ave. E., Olympia, Wash., has suffered fire loss of \$4,000.

Leslie Frizzell has engaged in meat business at Valley, Wash.

Leo Herman has established meat market at 3176 No. 27th st., Milwaukee, Wis.

Jennie Joachimczyk has engaged in sausage manufacturing business at 801 East Center st., Milwaukee, Wis.

Publix Meat Kitchen, Kenosha, Wis., was recently opened for business.

Folsom and 22nd st. Market has engaged in meat business at 2596 Folsom st., San Francisco, Cal.

Anderson's Food Market, meats and groceries, Portland, Ore., is erecting business building market at S. E. 82nd ave. and Powell blvd.

The Safeway store at Auburn, Wash., is adding meat department.

J. L. Blackwell has purchased interest of Earl Lynes in meat business of McKee & Lynes, Jefferson, Ore.

## AMONG NEW YORK RETAILERS

Perhaps the best crowd that has been seen for many a month turned out for the regular meeting of the Eastern District Branch at Schwaben Hall April 28. In addition to being attendance prize night dividend checks of the Butchers Mutual Casualty Company were distributed to those who carry

coverage in that company. There was a lengthy discussion on the Robinson-Patman bill. George W. Herz, attorney, talked on membership problems.

At the meeting of South Brooklyn Branch on Tuesday it was decided to close at 2 p.m. Decoration Day. An advertising campaign in a local newspaper was launched for an indefinite period. Quite a delegation from this branch will attend the testimonial dinner of Eastern District Branch.

The annual luncheon tendered by the Ladies' Auxiliary to its members was held at the Piccadilly Hotel on April 29. More than fifty members attended and enjoyed a matinee at the Ritz theatre. The committee in charge in-

cluded Mrs. Schumacher, Mrs. Chas. Schuck, Mrs. A. Werner, jr., Mrs. Wm. Wolf, Miss Phillips and Mrs. Wm. Kramer.

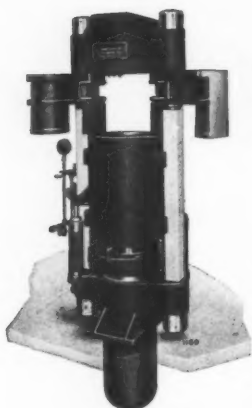
A contribution of advertising space from the H. C. Bohack Company to the Salvation Army campaign includes window space in some 660 retail stores and display space for 220 posters on 110 delivery trucks of the company. Contributions of officers and employees of the Bohack company were more than double the amount subscribed last year. Fred Hildebrand, president of Bohack, is chairman of the food division of the Brooklyn trade and industry committee. Miss J. A. Balau is co-chairman for the company.

## WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on May 7, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
STEERS, 300-500 lbs.:				
Choice	\$13.00@14.00		\$13.00@14.00	
Good	12.00@13.00		12.00@13.00	
Medium	11.00@12.00		11.00@12.00	
Common (plain)	10.50@11.00			
STEERS, 500-600 lbs.:				
Prime	13.00@14.00		13.00@14.00	12.50@13.50
Choice	12.00@13.00		12.00@13.00	11.50@12.50
Good	11.00@12.00		11.00@12.00	11.00@11.50
Medium	10.50@11.00			
Common (plain)				
STEERS, 600-700 lbs.:				
Prime	13.00@14.00		13.00@14.00	12.50@13.50
Choice	12.00@13.00		12.00@13.00	11.50@12.50
Good	11.00@12.00	11.00@12.00	11.00@12.00	11.00@11.50
Medium				
Common (plain)				
STEERS, 700 lbs. up:				
Prime	13.00@14.00	13.00@14.00	13.00@14.00	12.50@13.50
Choice	12.00@13.00	12.00@13.00	12.00@13.00	11.50@12.50
Good				
Medium				
Common (plain)				
<b>COWS:</b>				
Choice	11.00@12.00	11.00@11.50	10.50@11.50	10.50@11.50
Good	10.50@11.00	10.50@11.00	10.00@10.50	10.00@10.50
Medium	10.00@10.50	10.00@10.50	9.50@10.00	9.50@10.00
Common (plain)				
<b>Fresh Veal:</b>				
VEAL:				
Choice	13.50@14.50	14.00@15.00	15.50@16.50	15.00@16.00
Good	12.00@13.00	13.00@14.00	13.50@15.50	14.00@15.00
Medium	11.00@12.00	12.00@13.00	12.50@13.50	12.00@14.00
Common (plain)	10.00@11.00	10.50@12.00	11.50@12.50	11.00@12.00
<b>Fresh Lamb and Mutton:</b>				
SPRING LAMB:				
Choice	21.50@23.00	21.00@22.00	22.00@24.00	23.00@24.00
Good	20.00@22.00	20.00@21.00	21.00@23.00	22.00@23.00
Medium	19.00@20.00	19.00@20.00	20.00@21.00	20.50@22.00
Common (plain)	18.00@19.50		19.00@20.00	
LAMB, 38 lbs. down:				
Choice	20.50@21.00	20.00@21.00	21.00@21.50	21.50@22.00
Good	20.00@20.50	19.00@20.00	20.00@21.00	21.00@21.50
Medium	19.00@20.00	18.00@19.00	19.00@20.00	20.00@21.00
Common (plain)	18.00@19.00	17.00@18.00	18.00@19.00	
LAMB, 39-45 lbs.:				
Choice	20.00@20.50	19.50@20.50	20.50@21.00	21.00@21.50
Good	19.50@20.00	18.50@19.50	19.50@20.50	20.50@21.00
Medium	18.00@19.50	17.50@18.50	18.00@19.50	20.00@20.50
Common (plain)				
LAMB, 46-55 lbs.:				
Choice	19.50@20.50	19.00@20.00	20.00@20.50	20.00@20.50
Good	18.50@19.50	18.00@19.00	19.00@19.50	19.50@20.00
Medium				
Common (plain)				
MUTTON (ewe), 70 lbs. down:				
Choice	13.00@14.00	13.00@14.00	13.00@14.00	
Good	12.00@13.00	12.00@13.00	12.00@13.00	
Medium	11.00@12.00	11.00@12.00	11.00@12.00	
Common (plain)				
<b>Fresh Pork Cuts:</b>				
LOINS:				
8-10 lbs. av.	19.00@20.50	18.50@20.50	19.00@20.50	20.00@21.50
10-12 lbs. av.	18.00@20.00	18.50@20.00	18.00@20.00	19.00@20.50
12-15 lbs. av.	18.00@19.00	18.50@19.50	17.50@19.00	18.00@19.50
16-22 lbs. av.	17.00@18.00	17.50@18.50	16.50@18.00	17.00@18.50
SHOULDERS, N. Y. style, skinned:				
8-12 lbs. av.	15.00@16.00		16.00@17.00	16.00@17.00
PICNICS:				
6-8 lbs. av.		16.00@16.50		
BUTTS, Boston style:				
4-8 lbs. av.	17.50@19.00		18.00@20.00	18.00@20.00
SPARE RIBS:				
Half sheets	12.00@13.00			
TRIMMINGS:				
Regular	10.00@10.50			

(1) Includes helper 450 lbs. down at Chicago. (2) Includes "skins on" at New York and Chicago.



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WRITE!

### SMALL PACKERS TELL STORY

(Continued from page 19.)

about some change in eating habits, which will continue even when and if the hog supply comes back to normal. If this is true it will work to the distinct disadvantage of the farmer who is raising hogs, as it is always hard to displace substitutes if they have gotten a substantial foothold. We wish to emphasize that the pork packer has suffered great financial loss through this arbitrary decline in his volume.

#### Effects of Hog Shortage

"Decline in the number of hogs available has cut the hog kill of many packers to between 50 and 60 per cent of their average kill between 1929 and 1933, and the kill for that period was certainly not over 80 per cent of their capacity. I would say in our own case that our kill from the beginning of 1935 to date has not been over 40 per cent of our capacity.

"The farmer was paid for taking hogs and corn out of production, but the pork packer was not paid for taking his plants out of production, and in the case of the independent and small packer, many of whom were engaged principally in the pork business and had only a small business in side lines, this brought about a penalty which will result in his elimination if the hog supply does not, within a reasonable time, get back to something like normal, and if he is not allowed to retain in full this money which the government is seeking to take from him through this bill on unjust enrichment.

"It would seem morally that the pork packer, at the present time, had a just claim against the government for damages, though I am sure it was not the intention of anyone in the government

to hurt us when this corn-hog reduction plan was put into effect, as we ourselves did not know fully the burden and penalty which we were to suffer.

#### Cuts Down Sales Territories

"There are many localities from which the pork packer has had to withdraw his salesmen because the tonnage of pork available was so small it would not support his services, yet the people in that territory were familiar with his brands and the withdrawal of his product from these areas and the loss of the continuous business relationship with the consumer and with trade in that territory, which in many instances has gone on for 20 or 40 years, may make it impossible to re-establish ourselves when the volume of hogs returns to something like normal.

"Competition is so intensely keen that all of us independent and small packers should have the most efficient type of equipment and organization. There have been many mechanical changes and improvements in manufacturing during the last three or four years. But because of the adversity of the pork business the packer who is principally in pork packing has not had capital to put in improved methods. Our larger competitors have been in position to keep in pace with progress.

"If any part of this tax on unjust enrichment is to be taken from the small packer, and we are not able to keep our plants in up-to-date condition, our ability to compete with the big national packers will be further decreased, which in the long run means a further decline in competition and a further centralization of the pork packing business, which we do not think would be favored by the consuming public, the farmer or the government.

"It would be, of course, difficult if

not impossible, to secure increased capital by the sale of stock with which to purchase new equipment and to further modernize our plants, because no investor is going to look with favor on going into a business which has had such a very poor earning report, and has been subjected to such penalty as the pork packing business.

"If we cannot retain our competitive position our elimination is only a matter of time. Yet there are hundreds of pork packers who have been in business from 30 to 50 years and have been able in varying degree to hold their own in competition with companies with much greater volume.

"In conclusion we wish to state that we believe that if you give consideration to the facts as they pertain to the pork packing business, particularly in the case of the independent and small pork packer whose principal business is pork, that you will see that we have a very real reason for protesting against this tax on 'unjust enrichment.'

#### An Unbearable Penalty

"We have no thought of challenging any unjust motive behind the original processing tax or the tax on 'unjust enrichment,' but we believe that the full knowledge of the facts in our case will indicate that we would be under an unbearable penalty.

"We have been, of course, bothered by impending legislation of the tax on surplus and of the suggestion of a reimposition of the processing tax. But for the moment we have felt that our principal hazard was this tax on 'unjust enrichment,' and because we want to survive and want to continue in business, we are concentrating our attention in trying to put before you principally the effect that that tax would have on our very existence."

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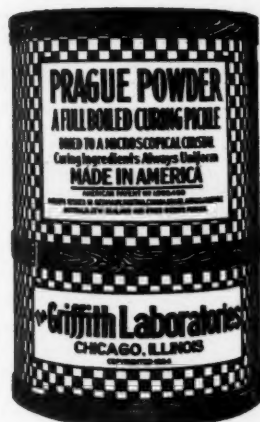
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# CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS

Carcass Beef.		Cor. week,	
Week ended May 6, 1936.		1935.	
Prime native steers—		21	@21 1/2
400-600	16 1/2 @17 1/2	21	@21 1/2
600-800	16 @16 1/2	21 1/2	@22
800-1000	16 @16 1/2		
Good native steers—		19	@20
400-600	14 @14 1/2	19	@20
600-800	13 1/2 @14	19	@20
800-1000	14 @14 1/2	20	@20 1/2
Medium steers—		15 1/2	@16 1/2
400-600	12 @12 1/2	17	@18
600-800	12 @13	18	@19
800-1000	13 @13 1/2	17 1/2	@18 1/2
Heifers, good, 400-600	9 1/2 @12	11 1/2	@14 1/2
Cows, 400-600	9 1/2 @12		@25 1/2
Hind quarters, choice	12 @12		@17 1/2
Fore quarters, choice			

### Beef Cuts.

Steer loins, prime	unquoted	unquoted
Steer loins, No. 1	@32	@41
Steer loins, No. 2	@26	@38
Steer short loins, prime	unquoted	unquoted
Steer short loins, No. 1	@45	@50
Steer short loins, No. 2	@33	@50
Steer loin ends (hps)	@27	@27
Steer loin ends, No. 2	@19	@26
Cow loins	@19	@26
Cow short loins, No. 1	@22	@31
Cow loin ends (hps)	@22	@22
Steer ribs, prime	unquoted	unquoted
Steer ribs, No. 1	@21	@28
Steer ribs, No. 2	@16	@27
Cow ribs, No. 1	@14	@19
Cow ribs, No. 2	@12	@14
Steer rounds, prime	unquoted	unquoted
Steer rounds, No. 1	@14 1/2	@19
Steer rounds, No. 2	@14	@14 1/2
Steer chucks, prime	unquoted	unquoted
Steer chucks, No. 1	@11 1/2	@15 1/2
Steer chucks, No. 2	@11	@15
Cow rounds	@13	@15
Cow chucks	@11	@13
Steer plates	@9	@14 1/2
Medium plates	@9	@14
Briskets, No. 1	@12	@19
Steer navel ends	@7 1/2	@13
Cow navel ends	@7 1/2	@10 1/2
Fore shanks	@8	@10
Hind shanks	@8	@10
Strip loins, No. 1, bbls.	@45	@65
Strip loins, No. 2	@35	@55
Sirloin butts, No. 1	@24	@33
Sirloin butts, No. 2	@20	@26
Beef tenderloins, No. 1	@25	@35
Beef tenderloins, No. 2	@20	@26
Rump butts	@13 1/2	@18
Flank steaks	@13 1/2	@18
Shoulder clods	@14	@15 1/2
Hanging tenderloins	@12	@12
Insides, green, 6@8 lbs.	@15 1/2	@15 1/2
Outsides, green, 5@6 lbs.	@13 1/2	@14 1/2
Knuckles, green, 5@6 lbs.	@14	@15 1/2

### Beef Products.

Brains (per lb.)	@7	@9
Hearts	@9	@12
Tongues	@18	@18
Sweetbreads	@15	@28
Ox-tail, per lb.	@8	@8
Fresh tripe, plain	@9	@9
Fresh tripe, H. C.	@11 1/2	@11 1/2
Livers	@18	@20
Kidneys, per lb.	@10	@10 1/2

### Veal.

Choice carcass	14 @15	14 @15
Good carcass	12 @13	12 @13
Good saddles	14 @17	15 @17
Good racks	12 @13	11 @13
Medium racks	9 @10	9 @10

### Veal Products.

Brains, each	@9 1/2	@11
Sweetbreads	@35	@45
Calf livers	@35	@35

### Lamb.

Choice lambs	@21	@16
Medium lambs	@19	@14
Choice saddles	@24	@18
Medium saddles	@22	@16
Choice fores	@18	@12
Medium fores	@17	@12
Lamb fries, per lb.	@32	@32
Lamb tongues, per lb.	@15	@13
Lamb kidneys, per lb.	@20	@20

### Mutton.

Heavy sheep	@9	@8
Light sheep	@14	@11
Heavy saddles	@13	@11
Light saddles	@18	@13
Heavy fores	@7	@5
Light fores	@12	@7
Mutton legs	@17	@13
Mutton loins	@12	@10
Mutton stew	@7	@7
Sheep tongues, per lb.	@12 1/2	@12 1/2
Sheep heads, each	@10	@14

## Fresh Pork, etc.

Pork loins, 8@10 lbs. av.	@21	@21 1/2
Picnics	@15	@15 1/2
Skinned shoulders	@15 1/2	@17
Tenderloins	@30	@36
Spare ribs	@12 1/2	@12 1/2
Back fat	@11	@15
Boston ribs	@19	@21
Boneless butts, cellar trim,		
2@4	@24	@23
Hocks	@11	@12
Tails	@10	@11
Neck bones	@5	@6
Slip bones	@13	@13
Blade bones	@12 1/2	@13
Pigs' feet	@5	@5
Kidneys, per lb.	@10	@9
Livers	@9	@10
Brains	@12	@10
Ears	@6 1/2	@5
Snouts	@8	@8
Heads	@9	@8
Chitterlings	@5 1/2	@5

## DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@23 1/2	@23 1/2
Country style sausage, fresh in link	@21 1/2	@21 1/2
Country style sausage, fresh in bulk	@18 1/2	@18 1/2
Country style sausage, smoked	@23 1/2	@23 1/2
Frankfurters, in sheep casings	@24 1/2	@24 1/2
Frankfurters, in hog casings	@22 1/2	@22 1/2
Bologna in beef bungs, choice	@17 1/2	@17 1/2
Bologna in beef bungs, choice	@18 1/2	@18 1/2
Liver sausage in beef rounds	@19 1/2	@19 1/2
Liver sausage in hog bungs	@18 1/2	@18 1/2
Smoked liver sausage in hog bungs	@19 1/2	@19 1/2
Head cheese	@17 1/2	@17 1/2
New England luncheon specialty	@24 1/2	@24 1/2
Mixed luncheon specialty, choice	@24 1/2	@24 1/2
Tongue sausage	@29	@29
Blood sausage	@18	@18
Souse	@18	@18
Polish sausage	@23 1/2	@23 1/2

## DRY SAUSAGE

Cervelat, choice, in hog bungs	@30	@30
Thuringer cervelat	@19 1/2	@19 1/2
Farmer	@26	@26
Holsteiner	@25	@25
B. C. salami, choice, in hog bungs	@41	@41
B. C. salami, new condition	@21	@21
Frisses, choice, in hog middles	@37	@37
Genoa style salami, choice	@44	@44
Pepperoni	@24	@24
Mortadella, new condition	@22	@22
Capicola	@50	@50
Italian style hams	@36	@36
Virginia hams	@40 1/2	@40 1/2

## SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	9 1/2 @10	@18 1/2
Special lean pork trimmings		@19 1/2
Extra lean pork trimmings		@19 1/2
Pork cheek meat	10 1/2 @11	@11
Pork hearts	7 1/2 @8	@8
Pork livers	8 1/2 @9	@9
Native boneless ham (heavy)	@11	@11
Shank meat	@11	@11
Boneless chucks	@10 1/2	@10 1/2
Beef trimmings	@10 1/2	@10 1/2
Beef cheeks (trimmed)	@9 1/2	@9 1/2
Dressed canners, 350 lbs. and up	@9 1/2	@9 1/2
Dressed cutter cows, 400 lbs. and up	@9 1/2	@9 1/2
Dr. bologna bulia, 600 lbs. and up	@9 1/2	@9 1/2
Pork tongues, canner trim, S. P.	@12 1/2	@12 1/2

## SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate	\$6.50	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate	\$7.50	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate	\$6.75	

## BARRELED PORK AND BEEF

Meas pork, regular	@28.00	@28.00
Family back pork, 24 to 34 pieces	@29.00	@29.00
Family back pork, 35 to 45 pieces	@28.00	@28.00
Clear back pork, 40 to 50 pieces	@25.00	@25.00
Clear plate pork, 25 to 35 pieces	@20.00	@20.00
Bean pork	@24.50	@24.50
Brisket pork	@29.00	@29.00
Plate beef	@19.50	@19.50
Extra plate beef, 200-lb. bbls.	@20.00	@20.00

## VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$19.50	\$19.50
Lamb tongue, short cut, 200-lb. bbl.	51.50	51.50
Regular tripe, 200-lb. bbl.	19.00	19.00
Honeycomb tripe, 200-lb. bbl.	22.00	22.00
Pocket honeycomb tripe, 200-lb. bbl.	25.00	25.00

## DRY SALT MEATS

Clear bellies, 14@16 lbs.	@14 1/2	@14 1/2
Clear bellies, 18@20 lbs.	@14	@14
Rib bellies, 25@30 lbs.	@13 1/2	@13 1/2
Fat backs, 10@12 lbs.	@8 1/2	@8 1/2
Fat backs, 14@16 lbs.	@8 1/2	@8 1/2
Regular plates	@10	@10
Jowl butts	@10 1/2	@10 1/2

## WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	23 1/2 @24 1/2	23 1/2 @24 1/2
Fancy skd. hams, 14@16 lbs., parchment paper	23 @24	23 @24
Standard reg. hams, 14@16 lbs., plain	23 @24	23 @24
Picnics, 4@8 lbs., short shank, plain	18 1/2 @19 1/2	18 1/2 @19 1/2
Picnics, 4@8 lbs., long shank, plain	17 1/2 @18 1/2	17 1/2 @18 1/2
Fancy bacon, 6@8 lbs., parchment paper	23 @24	23 @24
Standard bacon, 6@8 lbs., plain	20 1/2 @21 1/2	20 1/2 @21 1/2
No. 1 beef ham sets, smoked—		
Insides, 8@12 lbs.	29 @30	29 @30
Outsides, 5@9 lbs.	20 1/2 @21 1/2	20 1/2 @21 1/2
Knuckles, 5@9 lbs.	27 @28	27 @28
Cooked hams, choice, skin on, fattened	28 1/2 @29 1/2	28 1/2 @29 1/2
Cooked hams, choice, skinless, fattened	28 @29	28 @29
Cooked picnics, skin on, fattened	28 @29	28 @29
Cooked picnics, skinless, fattened	28 @29	28 @29
Cooked loin roll, smoked	24 1/2 @25 1/2	24 1/2 @25 1/2

## LARD

Prime steam, cash, Bd. Trade	@10.77	@10.77
Prime steam, loose, Bd. Trade	@10.10	@10.10
Refined lard, tierces, f.o.b. Chicago	@11 1/2	@11 1/2
Kettle rend., tierces, f.o.b. Chicago	@12	@12
Leaf, kettle rendered, tierces, f.o.b. Chicago	@12 1/2	@12 1/2
Neutral, in tierces, f.o.b. Chicago	@12	@12
Compound, veg., tierces, c.a.f.	@11 1/2	@11 1/2

## OLEO OIL AND STEARINE

Extra oleo oil	9 1/2 @10	9 1/2 @10
Prime No. 2 oleo oil	8 1/2 @9	8 1/2 @9
Prime oleo stearine, edible	7 1/2 @8	7 1/2 @8

## TALLOW AND GREASES

Edible tallow	6 1/2 @6 1/2	6 1/2 @6 1/2
Prime packers' tallow	4 1/2 @4 1/2	4 1/2 @4 1/2
No. 1 tallow, 10% f.a.	4 @4	4 @4
Special tallow	4 1/2 @4 1/2	4 1/2 @4 1/2
Choice white grease	5 1/2 @5 1/2	5 1/2 @5 1/2
A-White grease, maximum 4% acid	4 1/2 @4 1/2	4 1/2 @4 1/2
B-White grease, maximum 5% acid	4 1/2 @4 1/2	4 1/2 @4 1/2
Yellow grease, 10@15%	4 @4	4 @4
Brown grease, 40% f.a.	3 1/2 @3 1/2	3 1/2 @3 1/2

## ANIMAL OILS

Prime edible	@13 1/2	@13 1/2
Prime inedible	@12 1/2	@12 1/2
Headlight burning oil	@12 1/2	@12 1/2
Special W. S.	@12	@12
Extra W. S.	@11 1/2	@11 1/2
Extra lard oil	@11 1/2	@11 1/2
Extra No. 1	@10	@10
No. 1 lard oil	@9 1/2	@9 1/2
No. 2 lard oil	@9	@9
Acidless tallow	@12	@12
20° neatfoot	@11 1/2	@11 1/2
Pure neatfoot (drums)	@11 1/2	@11 1/2
Special neatfoot	@11 1/2	@11 1/2
Extra neatfoot	@10 1/2	@10 1/2
No. 1 neatfoot	@9 1/2	@9 1/2
Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.		

## VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.		
Valley points, prompt	7 1/2 @7 1/2	7 1/2 @7 1/2
White deodorized, in bbls., f.o.b. Chicago	10 @10 1/2	10 @10 1/2
Yellow, deodorized	10 @10 1/2	10 @10 1/2
Soap stock, 50%, f.a., f.o.b. mills	14 1/2 @14 1/2	14 1/2 @14 1/2
Soya bean oil, f.o.b. mills	6 @6	6 @6
Corn oil, in tanks, f.o.b. mills	8 1/2 @8 1/2	8 1/2 @8 1/2
Cocconut oil, seller's tanks, f.o.b. coast	3 1/2 @3 1/2	3 1/2 @3 1/2
Refined in bbls., f.o.b. Chicago	11 @11 1/2	11 @11 1/2

## OLEOMARGARINE

White domestic vegetable margarine	@15	@15
White animal fat, margarine, in 1 lb. cartons, rolls or prints, f.o.b. Chicago	@15	@15
Nut, 1-lb. cartons	@11	@11
Puff paste	@15	@15

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

247 SOUTH LA SALLE STREET

CHICAGO, ILL.

## FEINBERG KOSHER SAUSAGE COMPANY

Manufacturers of כשר

**Strictly Kosher Sausages and Smoked Meats**

**JOBBER WRITE FOR PRICES**

809-813 Lyndale Avenue, N., Minneapolis, Minn.

**SQUARE SAUSAGE SELLS BETTER!**

Distinctive appearance does the job! Easy to use. Stainless steel and tinned models—all electrically welded for strength! Will brand sausage with your name or mark, if desired. Send for prices!

**United Steel & Wire Co.**

856 Fonda Ave.

Battle Creek, Michigan



## STOCKINETTE

**BAGS and TUBING for Beef — Lamb — Ham — Sheep Pigs—Cuts—Calves—Franks, Etc.**  
**DESIGNED BY BAG MAKERS WITH PACKINGHOUSE EXPERIENCE**

**E.S. HALSTED & CO., Inc.**  
64 PEARL ST., NEW YORK CITY  
Joseph Wahlman, Dept. Mgr.  
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876



Hindquarter Bag

## STUDEBAKER

FOREMOST IN TRANSPORT SINCE 1862

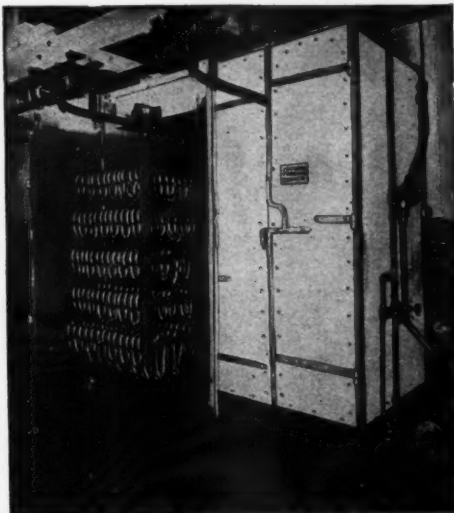
**"CAB-FORWARD" MOTOR TRUCKS**  
get in and out where other trucks can't!

**"CAB-FORWARD" MODEL** **STANDARD MODEL**  
**\$595** and up, chassis at South Bend, Ind. **\$565** and up, chassis at South Bend, Ind.

Ideal Transport for Food Hauling



*Reasons for Using the*  
**JOURDAN PROCESS COOKER**  
*2. Pays for Itself!*



Made under patents 1,600,449 dated Nov. 6, 1928, and 1,921,231 dated Aug. 8, 1933. Other patents pending.

When we say the JOURDAN Process Cooker pays for itself we mean just that!

It pays for itself through shrink savings, through elimination of burst, broken or tangled sausage. It pays for itself by eliminating overcooked or undercooked product. It pays for itself through reduced labor and operating costs.

And the JOURDAN Process Cooker produces a definitely finer sausage, with better appearance, that sells at a higher price.

Get the full details today! Ask for proof of savings, list of satisfied users, and new low prices.

**JOURDAN**  
*Process Cooker Co.*

814-32 W. 20th St., Chicago, Ill.



## CURING MATERIALS

	Cwt.	Sacks.
Nitrite of soda (Chgo. w'hs. stock):		
1 to 4 bbls. delivered in Chicago.....	\$9.40	
5 or more bbls. delivered in Chicago.....	9.25	
Salt, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62½	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda... 3.62½	3.25	
Salt, per ton, in minimum car of 80,000		
lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.996	
Medium, air dried.....	9.496	
Medium, kiln dried.....	10.996	
Rock.....	6.782	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans....	@3.75	
Second sugar, 90 basis.....	None.	
Standard gran., f.o.b. refiners (2%)..	@5.00	
Packers' curing sugar, 100 lb. bags,		
f.o.b. Reserve, La., less 2%.....	@4.50	
Packers' curing sugar, 250 lb. bags,		
f.o.b. Reserve, La., less 2%.....	@4.40	

## SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice Prime.....	16	17½
Resifted.....	16½	18
Chili Pepper, Fancy.....	24½	24½
Chili Powder, Fancy.....	22½	22½
Cloves, Amboyna.....	22	22
Madagascar.....	16½	19½
Zanzibar.....	16	19
Ginger, Jamaica.....	17	19½
African.....	14	15
Mace, Fancy Banda.....	65	65
East India.....	60	60
E. I. & W. I. Blend.....	60	60
Mustard Flour, Fancy.....	24	24
No. 1.....	15	15
Nutmeg, Fancy Banda.....	24	24
East India.....	20	20
E. I. & W. I. Blend.....	18	18
Paprika, Extra Fancy.....	23	23
Fancy.....	21½	21½
Hungarian.....	27½	27½
Peppina Sweet Red Pepper.....	20½	20½
Pimexco (220-lb. bbls.).....	21½	21½
Pepper, Cayenne.....	21	21
Red Pepper, No. 1.....	16	16
Pepper, Black Aleppo.....	9½	11
Black Lampung.....	7	8½
Black Tellicherry.....	10½	12
White Java Mustok.....	12	13½
White Singapore.....	11½	13
White Packers.....	13	13

## SEEDS AND HERBS

	Whole.	Sausage.
		Ground for
Caraway Seed.....	11	13
Celery Seed, French.....	22	26
Cominos Seed.....	13½	16
Coriander Morocco Bleached.....	8	8½
Coriander Morocco Natural No. 1.....	8½	10½
Mustard Seed, Cal. Yellow.....	7½	9½
American.....	7½	9½
Marjoram, French.....	23	27
Oregano.....	11	14
Sage, Dalmation Fancy.....	9	11
Dalmation No. 1, Fancy.....	8½	10½

## SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Bee Casings:	
Domestic rounds, 140 pack.....	@18
Export rounds, wide.....	@28
Export rounds, medium.....	@25
Export rounds, narrow.....	@28
No. 1 weasands.....	@63
No. 2 weasands.....	@61
No. 1 bungs.....	@10
No. 2 bungs.....	@6
Middles, regular.....	@30
Middles, select, wide, 26½ in. and over.....	@40
Middles, select, extra wide, 2½ in. and over.....	@65
Dried bladders:	
12-15 in. wide, flat.....	.70
10-12 in. wide, flat.....	.60
8-10 in. wide, flat.....	.45
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.25
Narrow, special, per 100 yds.....	2.10
Medium, regular.....	1.80
Wide, per 100 yds.....	1.25
Extra wide, per 100 yds.....	1.25
Export bungs.....	.25
Large prime bungs.....	.18
Medium prime bungs.....	.13
Small prime bungs.....	.10
Middles, per set.....	.18
Stomachs.....	.08

## COOPERAGE

Ash pork barrels, black hoops.....	\$1.40 @1.42½
Ash pork barrels, galv. hoops.....	1.47½ @1.50
Oak pork barrels, black hoops.....	1.30 @1.32½
Oak pork barrels, galv. hoops.....	1.37½ @1.40
White oak ham tierces.....	2.27½ @2.30
Red oak lard tierces.....	2.02½ @2.05
White oak lard tierces.....	2.12½ @2.15

# NEW YORK MARKET PRICES

## LIVE CATTLE

Steers, medium.....	\$ 7.65 @ 8.50
Cows, fat.....	up to 6.75
Cows, low cutter and cutter.....	4.00 @ 5.00
Bulls.....	7.00 down

## LIVE CALVES

Vealers, top.....	\$ @11.00
Vealers, medium and good.....	9.00 @10.50
Vealers, cull and common.....	5.00 @ 7.75

## LIVE LAMBS

Lambs, good spring, 65-lb.....	\$ @13.50
Lambs, shorn.....	@11.10

## LIVE HOGS

Hogs, better grade, 170-lb. av.....	\$ @10.75
-------------------------------------	-----------

## DRESSED BEEF

### City Dressed.

Choice, native, heavy.....	16.00 @17.00
Choice, native, light.....	16.00 @17.00
Native, common to fair.....	@15½

### Western Dressed Beef.

Native steers, 600 @ 800 lbs.....	15 @17
Native choice yearlings, 440 @ 600 lbs.....	15 @17
Good to choice heifers.....	12½ @13½
Good to choice cows.....	11½ @12½
Common to fair cows.....	10 @11
Fresh bologna bulls.....	11½ @12½

## BEEF CUTS

	Western.	City.
No. 1 ribs.....	21 @23	21 @24
No. 2 ribs.....	18 @20	19 @20
No. 3 ribs.....	15 @17	17 @18
No. 1 loins.....	30 @32	32 @36
No. 2 loins.....	26 @28	28 @30
No. 3 loins.....	22 @24	22 @24
No. 1 hinds and ribs.....	17 @19	18 @23
No. 2 hinds and ribs.....	16 @17	17 @18
No. 1 rounds.....	15 @15	15 @16
No. 2 rounds.....	14 @14	14 @14
No. 3 rounds.....	12 @13	13 @13
No. 1 chucks.....	12 @13	13 @14
No. 2 chucks.....	11 @12	12 @13
No. 3 chucks.....	10 @11	12 @13
Bolognas.....	12 @13	13 @13
Rolls, reg. 6 @ 8 lbs. av.....	23 @25	23 @25
Rolls, reg. 4 @ 6 lbs. av.....	18 @20	20 @20
Tenderloins, 4 @ 6 lbs. av.....	50 @60	50 @60
Tenderloins, 5 @ 6 lbs. av.....	50 @60	50 @60
Shoulder clods.....	12 @14	12 @14

## DRESSED VEAL

Good.....	15 @16
Medium.....	14 @15
Common.....	12 @14

## DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	22 @23
Lambs, good.....	21 @22
Lambs, medium.....	20 @21
Spring lambs.....	21 @22
Sheep, good.....	11½ @12½
Sheep, medium.....	9 @11½

## DRESSED HOGS

Hogs, good to choice.....	\$15.50 @16.00
---------------------------	----------------

## FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.....	20½ @21
Pork tenderloins, fresh.....	35 @36
Pork tenderloins, frozen.....	30 @32
Shoulders, Western, 10 @ 12 lbs. av.....	16½ @17
Butts, boneless, Western.....	20 @21
Butts, regular, Western.....	19 @20
Hams, Western, fresh, 10 @ 12 lbs. av.....	21 @22
Picnic hams, West. fresh, 6 @ 8 lbs. av.....	17 @17
Pork trimmings, extra lean.....	21 @22
Pork trimmings, regular 50% lean.....	12 @12½
Spareribs.....	13 @14

## SMOKED MEATS

Regular hams, 8 @ 10 lbs. av.....	26½ @27½
Regular hams, 10 @ 12 lbs. av.....	26 @27
Regular hams, 12 @ 14 lbs. av.....	25 @26
Skinned hams, 10 @ 12 lbs. av.....	26 @27
Skinned hams, 12 @ 14 lbs. av.....	26 @27
Skinned hams, 16 @ 18 lbs. av.....	25 @26
Skinned hams, 18 @ 20 lbs. av.....	25 @26
Picnics, 4 @ 6 lbs. av.....	20 @21
Picnics, 6 @ 8 lbs. av.....	19 @20
City pickled bellies, 8 @ 12 lbs. av.....	21 @23
Bacon, boneless, Western.....	30 @31
Bacon, boneless, city.....	29½ @30½
Roillettes, 8 @ 10 lbs. av.....	21½ @22½
Beef tongue, light.....	21 @22
Beef tongue, heavy.....	24 @25

## FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	15c a pound
Mutton kidneys.....	4c each
Livers, beef.....	29c a pound
Oxtails.....	16c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

## BUTCHERS' FAT

Shop fat.....	@1.50 per cwt.
Breast fat.....	@2.00 per cwt.
Edible suet.....	@3.50 per cwt.
Inedible suet.....	@5.00 per cwt.

## GREEN CALFSKINS

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals.....	20	2.10	2.15	2.20	2.25
Prime No. 2 veals.....	19	1.90	1.95	2.00	2.05
Buttermilk No. 1.....	17	1.80	1.85	1.90	....
Buttermilk No. 2.....	16	1.65	1.70	1.75	....
Branded grubby.....	10	.95	1.00	1.05	1.10
Number 3.....	10	.95	1.00	1.05	1.10

## BONES AND HOOFS

	Per ton.
Round shins, heavy.....	\$75.00
Flat shins, heavy.....	60.00
White hoofs.....	55.00
Black and striped hoofs.....	40.00

## PRODUCE MARKETS

### BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@20½	@23½
Creamery (91 score).....	@20½	....
Creamery firsts (88-89 score).....	25½ @26	....

### EGGS.

Extra firsts.....	20½ @21½	....
Firsts, fresh.....	20½ @20½	21½ @21½
Standards.....	....	21½ @21½

### LIVE POULTRY.

Fowls.....	15 @21	21 @23
Broilers.....	22 @24	....
Fryers.....	24 @25	....
Chickens, spring.....	25 @27	....
Turkeys.....	16 @22	16 @25
Ducks.....	12 @17	9 @13
Geese.....	10 @12	8 @10

### DRESSED POULTRY.

Fryers, 31-42, frozen.....	25 @25½	....
Roasters, 43-54, frozen.....	27 @28	27 @28
Roasters, 55 & up, frozen.....	28½ @29½	29 @31
Fowls, 31-47, fresh.....	20½ @23½	22 @26
45-59, fresh.....	24 @26	....
60 and up, fresh.....	23½ @24½	23½ @26

## BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended April 30, 1936:

	April 24	25	27	28	29	30
Chicago.....	23½	23	27½	27	26½	26½
New York.....	29½	29½	29½	29½	29½	29
Boston.....	30½	30½	30½	30½	29½	29
Phila.....	30½	30½	30	29½	29½	29
San Fran.....	28	28	28	28	28	28

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	28½	27½	27½	26½	26½	26½
Receipts of butter by cities (tubs):						
This week.	Last week.	Last year.	Since Jan. 1—1936.	1936.	1935.	1934.
Chicago.....	45,705	41,608	46,342	927,416	781,219	781,219
N. Y.....	49,405	49,003	39,314	1,055,442	1,012,788	1,012,788
Boston.....	16,061	16,959	14,784	364,801	374,981	374,981
Phila.....	21,800	16,003	21,611	558,351	554,879	554,879
Total.....	133,031	123,663	122,051	2,705,900	2,524,000	2,524,000

Cold storage movement (lbs.):

	In	Out	On hand week of	Same
	Apr. 30.	Apr. 30.	May 1. last year.	last year.
Chicago.....	28,580	22,111	224,240	672,109
New York.....	59,479	65,520	1,942,118	1,975,479
Boston.....	18,900	13,983	180,732	145,351
Phila.....	47,700	10,105	458,900	745,356
Total.....	154,659	111,729	2,775,990	3,541,004

ES

c a pound  
c a pound  
c a pound  
c a pair  
c each  
c a pound  
c a pound  
c a pair

0 per cwt.  
0 per cwt.  
0 per cwt.

4-18 18 up  
20 2.85  
00 2.00  
90 .....  
75 .....  
05 1.10  
05 1.10

Per ton.  
... \$75.00  
... 80.00  
... 60.00  
... 55.00  
... 75.00  
... 40.00

New York  
@28 1/2  
.....

21 1/4 @21 1/4  
@22 1/2

21 @23  
.....  
16 @25  
9 @23  
8 @10

@25 1/4  
27 @23  
20 @31  
22 @25  
23 1/2 @25

KETS

at Chicago,  
San Francisco

29 30  
26 1/4 26 1/4  
28 1/4 28  
29 1/4 29  
28 1/4 28  
28 28  
28 1/4 28

20 1/4 20 1/4

ce Jan. 1—  
1935

418 781.210  
442 1,013.700  
801 874.001  
331 854.870

900 2,524,665

Same

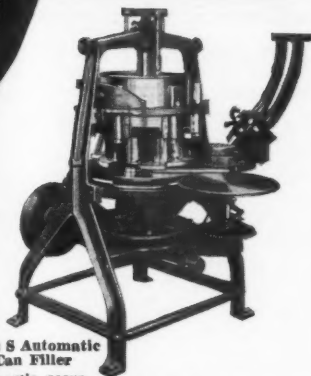
nd week day  
1. last year

40 672.100  
18 1,975,478  
32 145.231  
00 748.266

90 8,541,064

Provisioner

## Some One Profits on Your By-Products WHY NOT YOU?



M & S Automatic Can Filler

Automatic, accurate, high-speed, trouble-proof. Several hundred M & S Can Fillers are now in use in packing plants.

There's a nice profit in canned meat products—hash, potted meats, sausage, soups, dog food, food for other pets, etc.

If you're not now canning these yourself, someone else is making the long profit. Why not consider a canning department of your own?

All the "wrinkles" have been taken out of this feature of a Packer's activities, and a canning department may now be profitably installed—easily and quickly.

May we send you, without obligation, complete information on equipment necessary to install your own canning plant?

## Sprague-Sells Equipment for Meat Canners

Boilers	Continuous Cookers & Coolers	Meat Cutters, Choppers & Dicers	Steam Jacketed Kettles
Can Cleaners	Cooling Tanks	Meat Mixers	Supplies
Can Forks	Fillers	Process Clocks	Tables
Can Openers	High Pressure Pumps and Washers	Process Control Instruments	Tanks
Can Testers	Hoists, Circle and Electric Labellers	Retorts, Crates & Trucks	Thermometers
Can Tongs		Sewage Screens	Tramrail System Trucks
Canners Scales			Etc., Etc.
Capping Steels			
Cods			
Conveyors			

**SPRAGUE-SELLS**  
Division of Food Machinery Corporation HOOPESTON, ILLINOIS

## PROFITS

### Always in Tune!

Sausage and Specialties made with STANGE Products, seasoned with Dry Essence of Natural Spices, always strike the right note. They are always attractive and appetizing in appearance. They have piquant, delicious flavor. They combine in perfect balance every quality desired in fine sausage.

That's why sausage manufacturers on the Stange bandwagon lead the industry in profits!

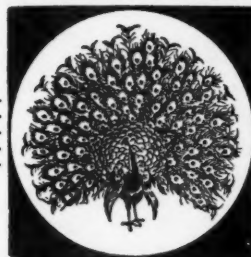
Ask for samples!

#### LIST OF PRODUCTS

Dry Essence of Natural Spices—Individual or blended	Premier Curing Salt Bayseem
Peacock Brand Certified Casing Colors	Sani Close Meat Branding Inks—Violet and Brown

**WM. J. STANGE CO.**  
2536-40 W. MONROE ST., CHICAGO

Western Branch, 923 E. 3rd St., Los Angeles



**WE WANT**

**ODORLESS LARD**

**Pure Lard IS Odorless**

Keep it so, by Eliminating FOREIGN Odors with "NUCHAR" During Production

**INDUSTRIAL CHEMICAL SALES COMPANY, INC.**

230 Park Ave., New York City    418 Schofield Bldg., Cleveland, O.    205 W. Wacker Dr., Chicago, Ill.

**NUCHAR**

**All-Around ECONOMY**

That's what REDRAH Stockinettes offer to you! You make substantial savings in original cost. Central location cuts freight rates. You make savings by reducing shrink in processed meats. Fresh meats are protected against contamination and loss from bruises.

Try REDRAH Stockinettes for All-Around ECONOMY!

Samples gladly sent!

**STOCKINETTES**

for

HAMS    BEEF    LAMBS  
SHEEP    FRANKS

Complete stock of tubing in rolls

**VALATIE MILLS    TRENTON MILLS**  
**CORP.    INC.**

Valatie, New York    Trenton, Tenn.

# CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

## Men Wanted

### Expert Sausage Foreman

Expert sausage foreman for medium sized independent plant operating in Western Pennsylvania. State age, length of experience and salary expected. Give references and state how long at last position. Must be able to produce quality products and handle men. W-350, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Casing Foreman

Working, casing foreman with thorough knowledge of cleaning, grading and packing by medium sized plant operating in Western Pennsylvania. State age, experience and salary expected. How long with last employer and give references. W-351, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Supervisor

Expert sausagemaker to take charge of factory, boiled ham department, smoke-houses and curing department. Write now. References. W-345, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Casing Salesman

Experienced and reliable casing salesman desires new connection. Has had 22 years' practical experience. Well-known among the trade in middle west, south west, and eastern territory. W-346, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Packinghouse Superintendent

with years of practical general packinghouse operating experience, all departments of plant, beef or pork. Handle any size plant. Know costs and yields. Handle labor efficiently. Produce quality products with minimum operating costs as results. Several years' experience general plant superintendent. References. W-347, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Manager or Superintendent

Wanted, position as manager or superintendent of small or medium sized plant. Can furnish best of references as to ability and qualifications. W-349, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Practical Sausage Foreman

Can create volume business. Expert on quality sausage, loaves and specialties. Also profitable inexpensive products with appeal. Eighteen years' successful manufacturing experience in all details. Married, aged 40 years, references. W-328, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

### Sales Manager

Sales and profit producer available on temporary basis at reasonable charge. Successful branch house and small plant management experience. Extra good on sausage sales. Can handle sales campaign, know how to merchandise meat and build up business. W-336, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Position Wanted

### Sausagemaker and Foreman

Thoroughly experienced sausagemaker and foreman with over 20 years of service with some of the most reputable concerns in the East. Would be interested in offers of any concerns in the East. References furnished by request. W-343, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Working Sausage Foreman

Position wanted by expert sausagemaker, German, with several years' experience. My varied experience in both large and small plants and under different atmospheric conditions enables me to give you sound advice and run your sausage department profitably. Give me a trial. Location immaterial. W-348, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Manager or Assistant to Owner

Young man able to take complete charge or relieve owner of much of operating detail, capable of helping in plant if necessary. Can assist in developing new outlets to accommodate expanded plant facilities, or work out better methods if present operations are not providing desired returns. Will work for part salary and part of net, or straight salary basis. Write for details of qualifications; you will not be bothered further if they do not fit your requirements. W-344, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

## Miscellaneous

### Equipment Wanted

Wanted, 1 No. 3L, 2 No. 1L, 1 No. 2L, 7 No. 2R beef rail switches. One low-ceiling type track scale 1,000 to 2,000 lbs. capacity. Write Atlantic Butchers Corp., 38 N.W. 11th St., Miami, Fla.

### Cattle Head Splitter

Wanted, used cattle head splitter. State make, whether belt or direct driven and lowest cash price. W-334, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Hams for Sale

Old Kentucky country hams prepared, cured, and hickory wood smoked on Kentucky farms. 35c per pound F.O.B. Owensboro, Ky. Smith Bros., Owensboro, Ky.

### Packing Plant for Sale or Rent

For sale or rent, modern brick 3-story packing plant, fully equipped. Formerly occupied by Meyer Packing Co., located on two railroads, B. & O. and P. R. R., large pens and pasture. Can be in full operation within a few hours. Will consider selling all equipment. H. H. BENNETT, Indiana, Pa.

## Equipment For Sale

### Sausage Machinery

For sale, No. 57-T "Buffalo" self-emptying silent cutter; No. 48 "Buffalo" silent cutter; No. 5 "Boss" silent cutter; 500-lb. "Buffalo" stuffer; 400-lb. Randall stuffer; 250-lb. "Buffalo" stuffer; 1,000-lb. "Buffalo" mixer; 400-lb. "Buffalo" mixer. Completely overhauled. In perfect condition. FS-335, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Used Machinery

Closing out used machinery department. Many bargains to offer. Send us your inquiries. Menges-Mange, Inc., 1515 N. Grand Blvd., St. Louis, Mo.

### Used Equipment for Sale

3-4' x 9' Lard Rolls, made by Allbright-Nell and Mechanical Mfg. Co.; 2 No. 1 Anderson Oil Expellers; 3 Bartlett & Snow 10' x 3' Tankage Dryers, jacketed; 1 Hottmann twin-screw Cutter and Mixer; 1 36" 4-cage Disintegrator; 2 Ball & Jewell Rotary Cutters, No. 1 and No. 2 size; 1 Mechanical Mfg. Co. double-arm Mixer. Miscellaneous: Cooking Kettles, Rendering Tanks, Digesters, Hammer Mills, Grinders, Dryers, Ice Machines, Hydraulic Presses, Filter Presses, Pumps, Boilers, etc. Have you any equipment for sale? Send us a list.

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### Packinghouse Equipment

For sale, sausage machinery, with or without D.C. 110-volt motors.

Hog killing and cutting equipment; moving viscera tables; hog conveyors, trolleys, etc.

Curing vats.

Rotary smoke houses.

Lard roll, fertilizer dryer, press, stick evaporator.

Ice machines, 75-100 and 150 tons, electric and steam.

Tubular boilers, Jones underfeed stokers.

Write for detailed description to FS-323, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

### Packinghouse Equip. For Sale

Included in equipment purchased from Lancaster Packing Company. All in good condition.

1-No. 166 "Boss" Enterprise Meat Chopper complete with motor—\$350.00.

1-Hand Power Hydraulic Lard Press, 15 in. dia. x30 in. long steel container, 5 in. dia. ram with 14 plates—\$150.00.

1-No. 7E Cleveland Klean-Kut Lard Chopper complete with motor and starting switch.

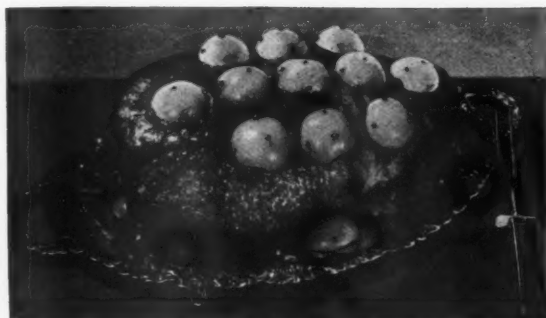
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